August 19, 1972

NEWSPAPER $1.25

# Cash Box

## Fall-Winter '72: Things Are Looking Up (Ed)...Soul Music Breaks Pop, But Retains Identity...Capitol Profit...Teller: Col In-House Agency Is Primed For 'Break-Outs'...MGM Into UDC Dist...'Lend-A-Hand' Effort: WattsStax '72 Concert Aug. 20...

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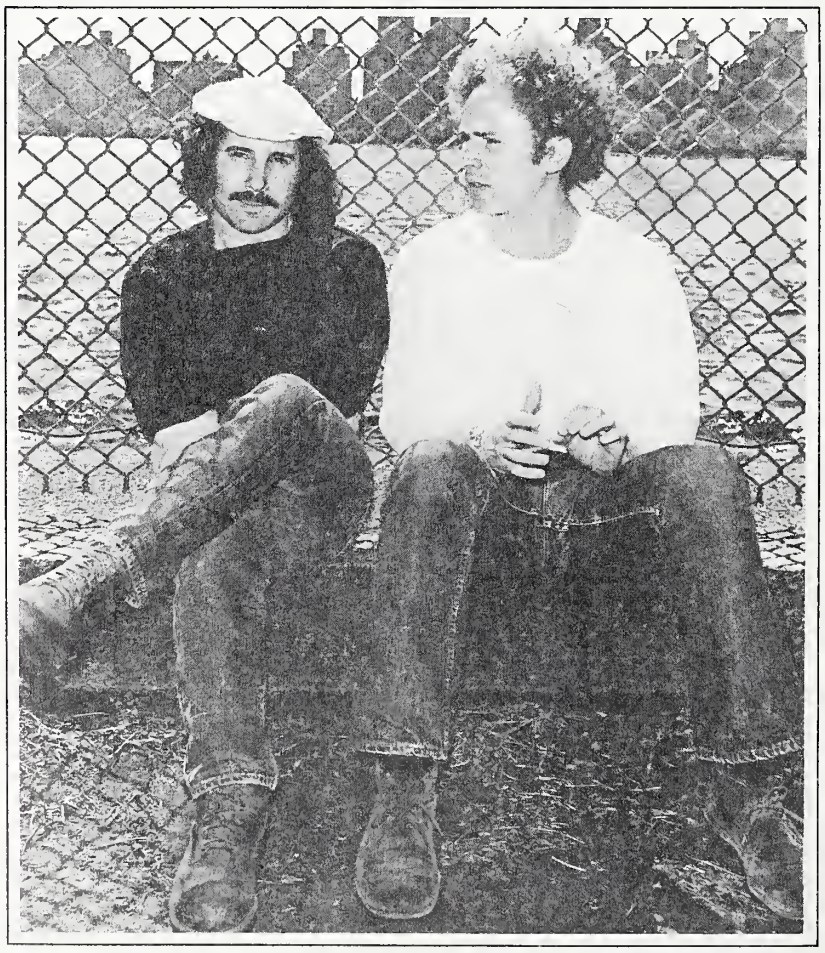

On Columbia Records

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THE INTERNATIONAL MUSIC-RECORD WEEKLY

# Cash Box

Vol. XXXIV – Number 9/August 19, 1972

Publication Office/119 West 57th Street, New York, New York 10019/Telephone: JUdson 6-2640/Cable Address Cash Box, N. Y.

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**SUBSCRIPTION RATES** $35 per year anywhere in the U.S.A., Published weekly at 34 N. Crystal St., E. Stroudsburg, Pa. by Cash Box, 119 West 57th St., New York, N.Y. 10019. Second class postage paid at New York, N.Y., U.S.A. and additional offices.

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# Fall-Winter '72: Things Are Looking Up

The recording industry, we believe, will move into its most consequential sales period this year with greater faith in product potential than in recent years. This faith has been expressed by the industry itself in terms it knows best: a fine, in-depth release album schedule. What is apparent from various product announcements is that the industry believes this fall-winter period should be a time when buyers of all kinds of musical tastes are to have spread before them a rich diet of material, running from contemporary sounds, to "classic" pop sounds, to classics themselves, to nostalgia.

This kind of product coverage, in all price ranges, will indeed test the feelings of many tradesters, especially on the retail level, that the industry should be providing for the musical needs of a greater share of the record-buying public. In recent years, there has been a justifiable attempt by many of the "catalog" labels to update their contemporary image, often at the expense of their treasure-trove of all-time favorites. Not that there has been a lack of "nostalgia" product; the point, we feel, is that this product has been viewed as a by-product of more "important" release schedules. There appears to be, happily, a merchandising uplift for other kinds of sounds, which in the fall-winter selling period should provide a truer test of where this material still stands with the public.

What we find even more significant are the economic signs that point to boom period in the consumer's outlay for leisure-time expenditures. We believe that recordings and hardware will be a prime factor in this area. In "numbers" alone, release schedules from both the major and more modest label operations indicate that the industry possesses a solid faith in the resurgence of recording sales. Company executives personally impart to us this feeling of renewed excitement about the months ahead.

We heard an interesting observation the other day: "The music industry was the last to feel the impact of the recession. And it looks like it'll be the last to benefit from the expansion of the economy." Last, perhaps, but certainly not least!

# CashBox TOP 100

| | | | |
|---|---|---|---|
| 1 | **ALONE AGAIN (NATURALLY)**<br>Gilbert O'Sullivan-Mann 3619 (Dist: London) | 1 | 2 |
| 2 | **BRANDY**<br>Looking Glass-Epic 10874 | 2 | 3 |
| 3 | **IF LOVING YOU IS WRONG**<br>Luthur Ingram-KoKo 2111 (Dist: Stax) | 3 | 4 |
| 4 | **I'M STILL IN LOVE WITH YOU**<br>Al Green-Hi 2216 (Dist: London) | 9 | 11 |
| 5 | **LONG COOL WOMAN, IN A BLACK DRESS**<br>Hollies-Epic 10871 | 8 | 10 |
| 6 | **SCHOOL'S OUT**<br>Alice Cooper-Warner Bros. | 6 | 6 |
| 7 | **DADDY DON'T YOU WALK SO FAST**<br>Wayne Newton-Chelsea 100 (Dist: RCA) | 4 | 1 |
| 8 | **HOW DO YOU DO?**<br>Mouth & MacNeal-Phillips 40715 | 5 | 8 |
| 9 | **HAPPIEST GIRL IN THE WHOLE USA**<br>Donna Fargo-Dot 17409 | 11 | 13 |
| 10 | **HOLD YOUR HEAD UP**<br>Argent-Epic 10852 | 14 | 20 |
| 11 | **YOU DON'T MESS AROUND WITH JIM**<br>Jim Croce-ABC 11328 | 13 | 16 |
| 12 | **GOODBYE TO LOVE**<br>Carpenters-A&M 1367 | 17 | 19 |
| 13 | **WHERE IS THE LOVE**<br>Roberta Flack & Donny Hathaway-Atlantic 2879 | 7 | 7 |
| 14 | **SEALED WITH A KISS**<br>Bobby Vinton-Epic 10861 | 16 | 17 |
| 15 | **HAPPY**<br>Rolling Stones-Rolling Stone 19104 | 18 | 23 |
| 16 | **LOOKIN' THROUGH THE WINDOW**<br>Jackson 5-Motown 1205 | 19 | 24 |
| 17 | **ROCK & ROLL PART 2**<br>Gary Glitter-Bell 237 | 22 | 30 |
| 18 | **COCONUT**<br>Nilsson-RCA 0718 | 21 | 25 |
| 19 | **BACK STABBERS**<br>O'Jays-Phil. Int'l 3517 (Dist: Epic) | 24 | 32 |
| 20 | **BABY LET ME TAKE YOU IN MY ARMS**<br>Detroit Emeralds-Westbound 203 (Dist: Janus) | 20 | 21 |
| 21 | **MOTORCYCLE MAMA**<br>Sailcat-Elektra 45782 | 23 | 27 |
| 22 | **DAY BY DAY**<br>Godspell-Bell 21D | 10 | 9 |
| 23 | **THE GUITAR MAN**<br>Bread-Elektra 45803 | 30 | 39 |
| 24 | **TOO LATE TO TURN BACK NOW**<br>Cornelius Brother & Sister Rose-U.A. 50910 | 12 | 5 |
| 25 | **BLACK AND WHITE**<br>3 Dog Night-Dunhill 4317 | 48 | 61 |
| 26 | **BREAKING UP IS HARD TO DO**<br>Partridge Family-Bell 235 | 29 | 31 |
| 27 | **POWER OF LOVE**<br>Joe Simon-Spring 128 | 32 | 40 |
| 28 | **LEAN ON ME**<br>Bill Withers-Sussex 235 (Dist: Buddah) | 25 | 12 |
| 29 | **BEAUTIFUL SUNDAY**<br>Daniel Boone-Mercury 73281 | 34 | 42 |
| 30 | **WHEN YOU SAY LOVE**<br>Sonny & Cher-Kapp 2176 | 31 | 35 |
| 31 | **SMALL BEGINNINGS**<br>Flash-Capitol 3345 | 35 | 37 |
| 32 | **RUN TO ME**<br>Bee Gees-Atco 6869 | 42 | 52 |
| 33 | **YOU'RE STILL A YOUNG MAN**<br>Tower Of Power-W.B. 7612 | 38 | 45 |
| 34 | **BABY DON'T GET HOOKED ON ME**<br>Mac Davis-Columbia 45618 | 40 | 48 |
| 35 | **JOIN TOGETHER**<br>The Who-Decca 32983 | 39 | 46 |
| 36 | **POP THAT THANG**<br>Isley Bros.-T-Neck 935 (Dist: Buddah) | 37 | 44 |
| 37 | **SATURDAY IN THE PARK**<br>Chicago-Columbia 45657 | 45 | 57 |
| 38 | **GO ALL THE WAY**<br>Raspberries-Capitol 3348 | 43 | 51 |
| 39 | **GONE**<br>Joey Heatherton-MGM 14687 | 26 | 28 |
| 40 | **I MISS YOU**<br>Harold Melvin & Blue Notes-Phil. Int'l 3516 (Dist: Epic) | 41 | 43 |
| 41 | **PUT IT WHERE YOU WANT IT**<br>Crusaders-Blue Thumb 208 (Dist: Paramount) | 44 | 53 |
| 42 | **POPCORN**<br>Hot Butter-Musicor 1458 | 47 | 56 |
| 43 | **STARTING ALL OVER AGAIN**<br>Mel & Tim-Stax 127 | 46 | 50 |
| 44 | **GOOD FOOT—PART 1**<br>James Brown-Polydor 14139 | 49 | 60 |
| 45 | **THIS WORLD**<br>Staple Singers-Stax 137 | 51 | 62 |
| 46 | **HONKY CAT**<br>Elton John-Uni 55343 | 60 | — |
| 47 | **IN THE GHETTO**<br>Candi Staton-Fame 91000 (Dist: U.A.) | 36 | 38 |
| 48 | **EVERYBODY PLAYS THE FOOL**<br>Main Ingredient-RCA 0731 | 54 | 63 |
| 49 | **PLAY ME**<br>Walt Diamond-Uni 55346 | 61 | — |
| 50 | **HOLD HER TIGHT**<br>Osmonds-MGM 14405 | 15 | 15 |
| 51 | **MY MAN, A SWEET MAN**<br>Millie Jackson-Spring 127 (Dist: Polydor) | 55 | 65 |
| 52 | **A SIMPLE MAN**<br>Lobo-Big Tree 141 (Dist: Bell) | 53 | 55 |
| 53 | **DING-A-LING**<br>Chuck Berry-Chess 2131 | 62 | 71 |
| 54 | **SPEAK TO THE SKY**<br>Rick Springfield-Capitol 334D | 70 | 79 |
| 55 | **BEN**<br>Michael Jackson-Motown 1207 | 65 | 73 |
| 56 | **ZING WENT THE STRINGS OF MY HEART**<br>Trammps-Buddah 306 | 59 | 67 |
| 57 | **EASY LIVIN'**<br>Uriah Heep-Mercury 73307 | 64 | 69 |
| 58 | **WHOLY HOLY**<br>Aretha Franklin-Atlantic 2901 | 66 | — |
| 59 | **I BELIEVE IN MUSIC**<br>Gallery-Sussex 239 (Dist: Buddah) | 67 | 76 |
| 60 | **LOVE SONG**<br>Tommy James-Roulette 7130 | 63 | 72 |
| 61 | **ROCK ME ON THE WATER**<br>Jackson Browne-Asylum 11006 (Dist: Atlantic) | 69 | 78 |
| 62 | **AMERICA**<br>Yes-Atlantic 2899 | 71 | 81 |
| 63 | **IF YOU LEAVE ME TONIGHT I'LL CRY**<br>Jerry Wallace-Decca 32989 | 68 | 70 |
| 64 | **WHY**<br>Donny Osmond-MGM 14424 | 74 | — |
| 65 | **LAYLA**<br>Derek & Dominos-Atco 68D9 | 28 | 14 |
| 66 | **COLDEST DAYS OF MY LIFE**<br>Chi-Lites-Brunswick 55478 | 52 | 54 |
| 67 | **IN THE QUIET MORNING**<br>Joan Baez-A&M 1362 | 72 | 82 |
| 68 | **THINK (ABOUT IT)**<br>Lyn Collins-People 608 | 76 | — |
| 69 | **CLOSE TO YOU**<br>Jerry Butler & Brenda Lee Eager-Mercury 77301 | 78 | 90 |
| 70 | **CITY OF NEW ORLEANS**<br>Arlo Guthrie-Reprise 1103 | 79 | 84 |
| 71 | **BURNING LOVE**<br>Elvis Presley-RCA 0769 | — | — |
| 72 | **YOU WEAR IT WELL**<br>Rod Stewart-Mercury 73330 | — | — |
| 73 | **DOWN BY THE RIVER**<br>Albert Hammond-Mums 6009 (Dist: Epic) | 75 | 80 |
| 74 | **DON'T TAKE MY KINDNESS FOR WEAKNESS**<br>Soul Children-Stax 132 | 77 | 83 |
| 75 | **TOAST TO THE FOOL**<br>Dramatics-Volt 4082 | 80 | 89 |
| 76 | **GERONIMO'S CADILLAC**<br>Michael Murphy-A&M 1368 | 86 | — |
| 77 | **SWEET INSPIRATION/WHERE YOU LEAD**<br>Barbra Streisand-Columbia 45262 | 58 | 41 |
| 78 | **NIGHTS IN WHITE SATIN**<br>Moody Blues-Deram 85023 (Dist: London) | 88 | 94 |
| 79 | **YOUR WONDERFUL SWEET SWEET LOVE**<br>Supremes-Motown 1206 | 83 | 98 |
| 80 | **SLIPPIN' INTO DARKNESS**<br>Ramsey Lewis-Columbia 45634 | 81 | 87 |
| 81 | **COULD YOU PUT YOUR LIGHT ON PLEASE**<br>Harry Chapin-Elektra 792 | 82 | 85 |
| 82 | **SUMMER SUN**<br>Jamestown Massacre-WB 7603 | 84 | 86 |
| 83 | **ALABAMA WILD MAN**<br>Jerry Reed-RCA 0738 | 85 | 88 |
| 84 | **FREDDIE'S DEAD**<br>Curtis Mayfield-Curtom 1975 (Dist: Buddah) | — | — |
| 85 | **WHATEVER TURNS YOU ON**<br>Travis Wammock-Fame 91001 (Dist: U.A.) | 89 | 96 |
| 86 | **USE ME**<br>Bill Withers-Sussex 241 (Dist: Buddah) | — | — |
| 87 | **GARDEN PARTY**<br>Rick Nelson-Decca 32980 | 98 | — |
| 88 | **TIGHT ROPE**<br>Leon Russell-Shelter 7825 | — | — |
| 89 | **MY GUY**<br>Petula Clark-MGM 14392 | 91 | 93 |
| 90 | **A PIECE OF PAPER**<br>Gladstone-ABC 11327 | 100 | — |
| 91 | **IN TIME**<br>Engelbert Humperdinck-Parrot 40071 (Dist: London) | 92 | — |
| 92 | **HOW COULD I LET YOU GET AWAY**<br>Spinners-Atlantic 2904 | 93 | — |
| 93 | **BEAT ME DADDY EIGHT TO THE BAR**<br>Commander Cody-Paramount 0169 | 95 | — |
| 94 | **LOVING YOU JUST CROSSED MY MIND**<br>Sam Neely-Capitol 3381 | 97 | — |
| 95 | **I COULD NEVER BE SO HAPPY**<br>Emotions-Volt 4085 | 96 | 100 |
| 96 | **THAT'S THE WAY GOD PLANNED IT**<br>Billy Preston-Apple 1808 | — | — |
| 97 | **A SUNDAY KIND OF LOVE**<br>Lenny Welch-Atco 6894 | — | — |
| 98 | **FEEL ALRIGHT**<br>Cargo-Arden (Dist: Stax) | — | — |
| 99 | **JACKIE WILSON SAID**<br>Van Morrison-Warner Bros. 7616 | — | — |
| 100 | **IT'S TOO LATE**<br>Bill Deal & Rhondels-Buddah | — | — |

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)


A Piece Of Paper (Sunnybrook/4 Star—BMI) .... 90
A Simple Man (Kaiser/Famous—ASCAP) .... 52
A Sunday Kind Of Love (Leeds—ASCAP) .... 97
Alabama Wild Man (Vector—BMI) .... B3
Alone Again (M.A.M.—ASCAP) .... 1
America (Charing Cross—BMI) .... 62
Baby Don't Get (Screen Gems/Columbia—BMI) 34
Baby Let Me Take You (Bridgeport—BMI) .... 20
Back Stabbers (Assorted—BMI) .... 19
Beat Me Daddy (MCA—ASCAP) .... 93
Beautiful Sunday (Page Full of Hits—ASCAP) .... 29
Ben (Jobete—ASCAP) .... 55
Black & White (Templeton—ASCAP) .... 25
Brandy (Spruce Run/Chappel—ASCAP) .... 2
Breaking Up Is (Screen Gems—Columbia—BMI) 26
Burning Love (Combine—BMI) .... 71
City Of New Orleans (Kama Rippa/Flash Turnpike—ASCAP) .... 70
Close To You (U.S. Songs/Blue Seas—ASCAP) 69
Could You Put Your Light On Please (Story Songs—ASCAP) .... 81
Coconut .... 1B
Coldest Days Of My Life (Julio-Brian—BMI) .... 66
Daddy Don't You (Jewel—ASCAP) .... 7
Day By Day (Valando/New Cadenza—ASCAP) .... 22
Ding-A-Ling (Isalee—BMI) .... 53
Don't Take My Kindness For Weakness (East Memphis—BMI) .... 74
Down By The River (Landers/Roberts—ASCAP) 73
Easy Livin' (W.B.—ASCAP) .... 57
Everybody Plays (Giant—BMI) .... 4B
Feel Alright (Koala/Birdess—ASCAP) .... 9B
Freddie's Dead (Curtom—BMI) .... B4
Garden Party (Matragun—BMI) .... 87
Geronimo's Cadillac (Mysterion—BMI) .... 76
Go All The Way (C.A.M.-U.S.A.—BMI) .... 3B
Gone (Dallas—BMI) .... 39
Goodbye To Love (Almo/Hammer & Nails —ASCAP) .... 12
Good Foot—Part I (Dynatone/Belinda/ Unichappel) .... 44
Happiest Girl (Prima Donna/Algee—BMI) .... 9
Happy (Promo—ASCAP) .... 15
Hold Her Tight (Kolob—BMI) .... 50
Hold Your Head Up (Mainstay—BMI) .... 10
Honky Cat (Dick James—BMI) .... 46
How Could I Let (Bellboy—BMI) .... 92
How Do You Do (W.B.—ASCAP) .... 8
I Believe In Music (Screen Gem/Col.—BMI) .... 59
I Could Never Be So Happy (East Memphis —BMI) .... 95
I Miss You (Assorted—BMI) .... 40
If Loving You (East Memphis/Klondike—BMI) .. 3
If You Leave Me Tonight I'll Cry (Leeds—ASCAP) .... 63
I'm Still In Love (JEC—BMI) .... 4
In The Ghetto (Screen Gems/Elvis Presley —BMI) .... 47
In The Quiet Mornin' (Almo/Chanclos—ASCAP) 67
In Time (C.A.M.—USA—BMI) .... 91
It's Too Late (Screen Gems/Col.—BMI) .... 100
Jackie Wilson Said (Caladonia Soul/W.B.— ASCAP) .... 99
Join Together (Track—BMI) .... 35
Layla (Casserole—BMI) .... 65
Lean On Me (Interior—BMI) .... 2B
Long Cool Woman (Yellow Dog—ASCAP) .... 5
Lookin' Through The Window (Jobete—ASCAP) .. 16
Love Song (Mandan—BMI) .... 60
Loving You Just Crossed (Seven Iron—BMI) .... 94
Motorcycle Mama (Singing Wire—BMI) .... 21
My Guy (Jobete—BMI) .... B9
My Man, A Sweet Man (Gaucho/Belinda/ Unichappel) .... 51
Nights In White Satin (Tyler—BMI) .... 78
Play Me (Profit—ASCAP) .... 49
Pop That Thang (Triple Three/Eden—BMI) .... 36
Popcorn (Bourne—ASCAP) .... 42
Power Of Love (Belinda/Unichappel—BMI) .... 27
Put It Where (Four Knights—BMI) .... 41
Rock & Roll Part 2 (Dutchess—ASCAP) .... 17
Rock Me On The Water (Benchmarked—ASCAP) 61
Run To Me (Casserole—BMI/W.B.—ASCAP) .... 32
Saturday In The Park (Big Elk—ASCAP) .... 37
Schools Out (In Litigation) .... 6
Sealed With A Kiss (Post—ASCAP) .... 14
Slippin' Into Darkness (Farout—ASCAP) .... B0
Small Beginnings (Col-Gems—ASCAP) .... 31
Speak To The Sky (Porter/Binder) .... 54
Starting All Over (Mushle Shoals Sound—BMI) 43
Summer Sun (Nine Mile—BMI) .... 82
Sweet Inspiration (Press/Screen Gem Col. —BMI) .... 77
That's The Way (Apple—ASCAP) .... 96
The Guitar Man .... 23
Think (Dynatone/Belinda/Unichappel—BMI) .... 68
This World (Sunbeam—BMI) .... 45
Tight Rope (Skyhill—BMI) .... 88
Toast To The Fool (Conquistador—ASCAP & Groovesville—BMI) .... 75
Too Late To Turn Back (Unart/Stagedoor—BMI) 24
Use Me (Interior—BMI) .... B6
Whatever Turns You On (Fame—BMI) .... 85
Where Is The Love (Antisia—ASCAP) .... 13
Wholy Holy (Jobete—ASCAP) .... 58
Why (Deb Moore—ASCAP) .... 64
You Don't Mess (Blending Well/Wingate—BMI) 16
You Wear It Well (Three Bridges/H.G.—ASCAP) 72
Your Wonderful Sweet (Jobete—ASCAP) .... 79
You're Still A Young Man (Kuptillo—ASCAP) .... 33
Zing Went (W.B.—ASCAP) .... 56

# "HEY LITTLE GIRL"

The provocative new single by

# BUCKWHEAT

#184

LONDON RECORDS

"Hey Little Girl" is part of the forthcoming new Buckwheat L.P. Watch for it.

Produced by Andy Di Martino

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songwriter—1972
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Number One
guitarist—1971/72
His album
says the rest...
Capitol
Beginnings
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Bhaskar Menon:

# Capitol Ends Fiscal '72 On Profit Note; Label 'Progress'

HOLLYWOOD — Bhaskar Menon took the Hollywood Palladium one morning last week to tell all locally based Capitol Industries employees that the company had ended fiscal 1972 in the black. In sum, what he had to report to his audience, drawn from the Tower, the plant and the distribution center, was that Capitol had come up with a profit for the year even though sales had declined somewhat.

CI president Menon stated that, based on preliminary unaudited figures, the company's income before extraordinary items was $1,391,000 or $.30 per share on sales of $129,688,000 for the fiscal year ended June 30, 1972. This contrasts with a net loss of $8,092,000 or $1.75 per share on sales of $143,055,000 in fiscal 1971. There were 4,580,000 average common shares outstanding in fiscal 1972 and 4,623,000 in fiscal 1971.

### Cites 'Progress'

"I am naturally gratified that there are earnings this year," Menon said, "as contrasted with the substantial loss sustained in the prior year. The strengthening of Capitol Records' artist roster is undoubtedly the company's prime task.

"I believe good progress has been made, and a number of our new artists are already figuring prominently in the current charts. It will, however, take time for these successes to be reflected in increased volume, and I would not expect to see any improvement in sales in the early months of the current year.

"I nevertheless believe that we now have the human and material resources to build on these successful beginnings, and our goal is to recapture Capitol's traditional share of the North American record market."

Menon in his brief talk to Capitol troops also said he had convened this meeting not only to announce the good news of an improved profit pic-

(Cont'd on p. 27)

## FRONT COVER:

The Epic/Columbia Custom labels group is hot in all areas of music, The company has broken new acts, re-established old favorites and has gained in its share of the r&b market. And it's hard to judge which is more impressive, its singles or LP chart profile.

Bobby Vinton has returned with "Sealed With A Kiss" (#14 on the Top 100, #96 on the LP chart). The perennial English rockers, The Hollies are bulleted at #5 with their "Long Cool Woman" single and at #25 with their LP, "Distant Light." The company has broken the English group Argent with their bulleted #10 single, "Hold Your Head Up" and album "All Together Now" at #40. New York's own Looking Glass has a gold record with their #2 "Brandy" single and are going strong on the LP chart with their bulleted namesake LP. In the soul area, the Philadelphia International logo has a #1 r&b hit by Harold Melvin & The Blue Notes, "I Miss You" which is also ranked #40 on the Top 100. Their LP is just out this week. The O'Jays are also re-establishing themselves with their bulleted #19 single, "Back Stabbers," a Top 3 r&b disk.

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# Soul Music Breaks Pop, But Retains Identity

NEW YORK — The clearest trend in the Top 100 thus far in 1972 has been the increasing pop acceptance of soul music at the very top of the charts. Yet the musical form is still broad enough to encompass other product that achieves its success chiefly in traditional r&b markets. Black artists are becoming more consistent hitmakers than every before, running up an impressive list of consecutive hit singles and they are also becoming an important factor in the LP market. All this would indicate that while soul is still concerned with its roots, the marketplace is willing to accept a large part of it in undiluted form.

### 48 Top 20 Hits

To date this year, a total of 48 soul singles have gone on to become Top 20 pop charters. Though soul can also be found at the bottom end of the weekly listings, it is increasingly being represented at the top.

In the first thirty-one weeks of this year, black singles accounted for half or more of the **Cash Box** Top 10 in two out of every three listings. In other words, during this period, r&b releases that crossed-over pop captured a majority of the top slots on the chart two out of every three weeks on the average. The week ending 4/29 found eight of the Top 10 positions going to soul singles. Only two weeks in this period revealed a Top 10 without any r&b entries.

From the period 4/22—5/27, all of the top three singles were soul, and for three of these weeks, r&b controlled the top 6 spots.

### Open Field

Whereas the Motown, Stax and Atlantic organizations still maintain their traditional lead in pop/soul chartings, 13 other companies are also commanding an important share of this market.

Broken down by label families, the tally of soul items reaching the pop Top 20 is as follows: Stax, Motown (7); Atlantic (6); Avco, Buddah (5); London, Epic (3); Polydor, UA, Brunswick (2); Mercury, MCA, Bell,

(Cont'd on p. 25)

# Columbia In House-Ad Agency Primed For 'Break-Out' Drives

NEW YORK — Columbia Records' new artist development program, utilizing strong market-by-market emphasis, has been greatly aided by its in-house ad agency, Gotham, which started operations last March.

According to Al Teller, recently named director of merchandising and product management, Columbia has achieved tighter control, better coordination and a more direct contact with its field people in the day-to-day merchandising of acts and their product. "You can really do this in-house," says Teller, "for it enables us to keep on top of sales and airplay." Assisting Teller, previously director of merchandising, in merchandising/product management are Don DeVito, director of product management, and Roz Blanch, director of merchandising and product management administration, both of whom were also promoted from previous Columbia positions.

Columbia has developed a "no up-front budget" approach. "We're going to give every LP a shot, and if a reaction is there, we're ready to spend between $5,000 and $40,000 on an act. We're not locked into an artist."

Teller firmly believes in a "let's-try-something-new" merchandising outlook. "The biggest trap to fall into is accepting everything that's come before. Some 20 to 30 suppliers a week offer us concepts. I'll listen to anything."

Definitely in the innovative category is Columbia's new dealer audio-visual unit that can play a 25-minute cassette featuring new product releases. Teller also feels the need for further innovations in the area of in-store displays, which, he adds, are proven sales stimulants.

New artist tours remain a major merchandising exposure route at Columbia. "We are, in fact, reluctant to release an LP without a tour. While we've put on two tours, I don't believe it's the role of the label to do so. There's just too much time and effort in putting them on. We're seeking greater booking agent interest."

DeVito's position as director of product management calls for some A&R advisory functions, such as recommending changes when its felt that the product "is not viable in the marketplace." DeVito also deals in packaging, cover art, liner notes, inserts, scheduling of LP's, coordination of

(Cont'd on p. 27)

## Keel Files Chapter XI

NEW YORK — Keel Manufacturing Corp., the New York pressing facility, and Disc Printing Corp., label printer, have filed for reorganization under Chapter XI. Keel listed liabilities of $6,167,000 and assets of $1,758,000. Disc Printing Corp. listed liabilities of $631,600 and assets of $415,000. George Fishman is president of both firms, the offices of which are at 250 West 57th St.

## MCA Extends Decca Licensing In UK Market

HOLLYWOOD — MCA Records has extended its licensing agreement with Decca for the UK market.

This agreement, which covers all product from the Kapp, US Decca and Uni labels, was concluded by MCA president, Mike Maitland and Sir Edward Lewis, chairman of Decca, during Maitland's recent visit to London.

MCA's UK managing director, Derek Everett, said: "We are delighted to be continuing our association with Decca, which already spans more than three decades.

"We look forward to even closer cooperation in the months ahead, particularly as our joint efforts have resulted in one of the most successful periods for the MCA and Uni labels in this country.

"Together we have built such artists as Wishbone Ash, Tony Christie and Osibisa into major hit names, and we have just this month passed the 200,000 unit mark on the 'Jesus Christ Superstar' two-record set.

We also wish to acknowledge the great part that Selecta's distribution has played in the success of MCA during this period."

## Major Labels Prepare For NATRA Meet

PHILADELPHIA — Ms. Mary Mason (Bea Elmore) of WHAT Radio and LeBaron Taylor of WDAS Radio, NATRA's co-chairmen for this year's convention activities, have announced that almost all the suites, meeting and hotel rooms have been booked by the major labels for their respective functions at this year's NATRA convention. A partial list of those participating include ABC/Dunhill, Atlantic, Buddah, Columbia, Flying Dutchman, Productions, Mercury, MCA, Motown, RCA, Spring, Stax, Tangerine and Warner Bros.

As a tribute to the hundreds of black radio and tv announcers and

(Cont'd on p. 25)

## MGM Moves Into U.D.C. Dist.

NEW YORK — MGM Records is switching from indie distribution to the U.D.C. branch system, according to Mike Curb, president of MGM, and Mike Stewart, president of U.D.C.

The move brings two Polygram labels, Polydor and now MGM, under the U.D.C. banner since the UA distribution facility merged with Polygram earlier this year. This now leaves Mercury as the only member of the Polygram trio of labels still going the indie distribution route. It's understood that there are no plans at present to bring Mercury into the U.D.C. fold.

Curb termed the MGM-U.D.C. arrangement a result of "careful study of our market gross opportunities that convinced us that U.D.C. will bring us extra reach we are seeking."

U.D.C. maintains regional headquarters in Los Angeles, Chicago, Cleveland, Atlanta, Dallas and Union, N.J. plus 21 branch sales offices.

Stewart said the deal makes U.D.C. "one of the great powers in the record distribution business in the United States. It will enable U.D.C. to enlarge the scope of its market penetration and to respond even more quickly to the needs of its customers."

Aug.-Sept. Album Coverage On Pg. 16, 18

# B. J. Thomas "Happier Than The Morning Sun" SCE 12364

Written by Stevie Wonder
Produced by Steve Tyrell and Al Gorgoni
Harmonica: Stevie Wonder
Courtesy: Motown Record Corp.

From the LP "Billy Joe" SPS 5101

## On Scepter Records

# WattsStax '72 Concert: A 'Lend-A-Hand' Effort

HOLLYWOOD — Stax Records vice president Larry Shaw came to the west coast from Memphis last week to mobilize local forces for the upcoming WattsStax-72 concert next Sunday, Aug. 20. He alluded to the quarter of a million dollars Stax is putting into the concert, which the label is co-sponsoring with the Schlitz Brewing Company, and to the 110,000 or so he expected the concert to draw to the Los Angeles Coliseum. But what he stressed was the company's purpose in coming to Watts at all: and that was, he said, to say thanks, and in so doing, to lend a hand to the Watts community.

"It's been so good for us this year," said Shaw, "and our markets have been so responsive, that we thought this would be a better way than an ad to say thank you and to let our artists say it too. Besides, the timing was good, and that's what gave us the nerve to go ahead."

Stax Records was approached by Watts' Mafundi Institute, an organization that stands for a good deal of the cultural life of the community, and was asked to participate in this year's Watts' Festival, now in its seventh year.

**Philosophy**

"Since we're a record company," Shaw explained, "we figured the best thing we could give them was entertainment. Here, in fact, was a unique opportunity to help a community without hurting it. You have to be careful when you give, sensitive to what you're doing to those to whom you give. Many corporations, in their thanks and in their philanthropy, can overwhelm the very people they're trying to help. But in this case, we believed the community of Watts was uniquely postured to receive the gift of our music.

"And what we've done, really, is to bring 'the Memphis Sound' to Los Angeles—our entire product line, just about. That is what you call 'becoming ambitious.' But here was a rare circumstance where a corporate entity could do something relevant for a community. We like to feel that our stable of artists covers the spectrum of contemporary music—gospel, jazz, blues, rock and country. You'd have to call our product representative of The Black American Music.

**30 Acts**

"In the WattsStax-'72 concert we're putting over 30 acts on the Coliseum stage in something over six hours. Either it's going to be good, and no questions asked. Or it's going to be bad—and no questions asked. We're

(Cont'd on p. 27)

# Harmony Hut: 3 New Stores Open In Aug.

NEW YORK — Schwartz Brothers, Inc., as part of a major expansion of its retail music store operation, is opening three Harmony Huts this month.

On Wednesday, (16) the music store in Virginia will open in the Cloverleaf Mall in Richmond. The 75 store shipping center is the largest enclosed shopping mall in Richmond, Va.

The following day, a 4,000 square foot Harmony Hut will open in the Manassas Mall Shopping Center in Manassas, Va., the first enclosed shopping mall in that area. The new store will replace a smaller unit in a nearby shopping center.

During the first week in August, Schwartz Brothers opened its first store in Pennsylvania, a new Harmony Hut in Lancaster's Park City Mall. With parking for 9,000 cars, this mall is the largest shopping center in Lancaster.

Including these stores, there are now eight Harmony Huts ranging in size from 500 to 12,500 square feet in New Jersey, Pennsylvania, Maryland and Virginia. A 6,500 square foot unit is scheduled to open in the Security Square Mall in Baltimore by Oct. 1, and a replacement store five times the size of an existing one in College Park, Md. will open soon thereafter. As a result of new stores and replacing its smaller stores with larger units, the chain is increasing its selling space by 75% this year.

# Bell Dist. Of Penny Farthing

NEW YORK — Larry Uttal, president of Bell Records, and Larry Page, president of Penny Farthing Records, have made an exclusive, long-term agreement whereby Bell Records will act as exclusive distributor in the United States for the successful English label. Already one of the leading indie labels in the United Kingdom, this arrangement completes worldwide availability of Penny Farthing product. The first release on Penny Farthing will be issued by Bell Records in Sept.

Page, one of the top record producers and label execs in England, has been associated with such international groups as Vanity Fair, the Kinks and the Troggs. He produced "Wild Thing," for the Troggs and is currently represented on the charts by Daniel Boone for whom he is both producer and manager.

Page, Uttal

# Goody Opens 2 Mall Stores

NEW YORK, — The opening of two new Sam Goody, Inc. stores, brings to four the number of new Sam Goody stores opened in the past month.

The two new units opened today are 7,500 square foot facilities in Livingston Mall, Livingston, N.J. and Crabtree Valley Mall in Raleigh, N. C. The New Jersey center is led by Bamberger's and Sears, and the North Carolina center, which is headed by Sears and Hudson Belk, is the largest mall between Washington and Atlanta.

Both stores carry a full line of records, tapes, audio equipment and musical instruments.

Also opened during the past month was a 7,500 square foot unit in Roosevelt Mall, North Philadelphia and a 5,000 square foot store at Loehmann's Plaza, Pennsauken, N.J.

Sam Goody, president, said, "We expect the four new stores to add $5 million annually to the company's sales which exceeded $26 million in the year ended Dec. 31, 1971."

He added that the company's expansion into shopping centers in enabling it to tap the heavy demand for tapes, records and audio equipment in suburban areas.

# Steinberg Forecasts Merc Boom

CHICAGO — Two hundred fifty per cent increase over the present sales volume by the end of 1976 is the goal of Mercury Records, said Irwin H. Steinberg, president, at the label's A&R meeting here Aug. 4. Steinberg noted that last July was the largest sales volume month in the label's history. The month was capped by two gold disks in one week, one for "Never A Dull Moment" by Rod Stewart and the single, "How Do You Do" by Mouth & McNeal.

"We will attain this goal through several avenues, "Steinberg said. "We will be open to and are presently talking with other record companies for distribution and ownership. Also, acts currently on the label will be brought to the superstar level of our own Rod Stewart."

Steinberg pointed to such acts as Uriah Heep, Daniel Boone, and Mouth and MacNeal as prime contenders for the superstar category. "The label will continue to search out and sign unique talent with proper management," he continued. "This talent could be a totally new musical concept or an exciting approach to music of the past."

"Finally, we will begin adding name talent to the labels roster. Although I can not reveal names, several major acts are negotiating with Mercury at present," Steinberg included.

An important phase of the meeting was an explanation by Dave O'Connell, vice president/treasurer, and Henning Jorgenson, director of accounting, of a new system which helps determine the break-even point and potential profit for new and existing label artists. The system is actually a chart incorporating costs for various artist royalty fees, sessions fees, artwork, packaging and so on which will allow Mercury to judge how much money in advance, an artist will cost the label.

Also heard at the meeting were internal reports on the English market by Robin McBride, international and midwest A&R director; the Canadian Market by Mike Gormley, director of publicity; a review and meaning of the trade chart position plus the eastern and southern markets by Charlie Fach, vice president, A&R; and a review of the west coast A&R activities by Denny Rosencrantz, west coast A&R director. New material was also presented by Fach, McBride and Rosencrantz.

Much of the meeting was spent discussing the current artist roster, trimming some artists and retaining others with renewed emphasis proper musical direction, touring and other means of support for retained artists.

Attending the meeting were Steinberg, O'Connel, Fach, Jorgenson, Gormley, McBride, Rosencrantz, Stan Bly, national promo director; Long

(Cont'd on p. 10)

# 7 Plead Not Guilty Of Piracy

NEW YORK — Seven men and two women, including the president of Premier Albums, Inc., pleaded not guilty in New York City Criminal Court last week (A. 9) to informations filed by District Attorney Frank S. Hogan charging them with a variety of counts involving the manufacture and sale of pirated and counterfeit tape recordings.

The indictments stem from a series of raids conducted last Sept. by the New York County District Attorney's Office in which more than 400,000 pirated and counterfeit 8-track tape cartridges were seized. The investigation was prompted by information provided by the Recording Industry Association of America.

# EWW Corp. Aids Col In Black Mkt Program

NEW YORK—In a continuing move to strengthen Columbia's position in and commitment to the black music market, Logan Westbrooks, director of special markets, has announced the retaining of the services of the Edward Windsor Wright Corp. for public relations, and advertising in the specialized area. The EWW Corp. will work closely with Columbia's Marketing Division, maintaining liaison with the publicity, advertising and promotion departments as well as working closely with Westbrooks and his staff in all areas of black music marketing.

"The EWW Corporation is the foremost exponent of the black music trend," Westbrooks stated. "Columbia recognized the vitality of black record sales and the popularity of black artists in the total market. Ed Wright and his organization will be essential to us in reaching black music consumers with publicity and advertising, complimenting Columbia's efforts.

The EWW Corp. is located in Hollywood at 6430 Sunset Boulevard, Suite 502. The telephone number is: (213) 466-6421.

# 2 Plead Guilty Of Tape Piracy

MIDDLETOWN, N.Y.— Two men who were arrested while selling pirated tape recordings at the Orange County Fair here, pleaded guilty to a misdemeanor and were fined $100 each by Wallkill Town Justice Harold Hulse.

Acting on information supplied by an investigator for the Recording Industry Association of America, New York State police armed with a search warrant raided the sales booth as well as a nearby trailer and seized more than 500 pirated 8-track tapes. The two arrested men were identified as Joseph Rucci, 25, of Providence, R.I., and Kenneth Tripp, of North Dartmouth, Mass.

The men, who were selling the bogus tapes at $2.99 apiece, told police that they had only recently become involved in the pirate tape business because of the "profit potential" and had been assured by their suppliers that the merchandise was completely legal. They promised complete cooperation in naming their sources of supply and the investigation is continuing.

'E' IS FOR EPIC—At the Columbia and Epic/Columbia Custom Labels' Convention held recently in London, Ron Alexenburg, vice president of Epic/Columbia Custom Labels, made a surprise introduction of the new Epic logo. Hundreds of designs were considered over the past five years, resulting in this new logo designed by the Columbia art and packaging department. The new design, a graphic representation of the letter "e" with the name "Epic" underneath, will be seen on all Epic releases, stationery, and printed matter in the immediate future.

# Rolling Stones' $4 Mil Gross; Another U.S. Tour 'Definite'

NEW YORK — The Rolling Stones will definitely tour America again, and possibly Europe, but not for a while, according to Peter Rudge, who set up and coordinated the Stones recent North American concert tour.

No definite dates or time of the year were given by Rudge, but he admitted "the next tour won't be as long as this one."

The recently completed Rolling Stones tour started June 3 at the Pacific Coliseum in Vancouver, Canada, and wound up July 26 at Madison Square Garden in New York. In all, the English supergroup played 53 concerts added after the tour had been set.

The tour, Rudge said, grossed over $4 million, and played to more than three quarters of a million fans. "There was a 100 per cent box office gross," he stated, "since every concert was sold out, well in advance."

"The Stones," he noted, "took between 60 and 70 per cent of that amount, but that was a gross figure, not net. All expenses came out of the Stones' earnings. And we spent a lot of money to put on good shows, everywhere."

An extra show was added to three previously-set Madison Square Garden, N.Y. dates, and the four concerts drew over 80,000 fans. The largest show on the tour was at Kennedy Stadium in Washington, D.C., where more than 47,000 persons were jammed in.

For transportation, the Stones hired a chartered plane, which carried cast and crew. Lighting and sound came under the jurisdiction of Chip Monck, who, along with Rudge, worked on the tour since last February. Public Relations was handled by Gibson & Stromberg.

## Engineers Form NCRE

HOLLYWOOD — The National Council of Recording Engineers (NCRE) has been formed, with meetings having already been held in Los Angeles and New York. A meet in Nashville is currently being scheduled.

The Council was formed to provide the recording engineers with a voice in the development of new equipment. Since it is they who use it, they feel that they are best qualified to determine their needs. The Council will also aid manufacturers since they can now assess the ideas that represent the majority of today's engineers.

Any information gained by NCRE will be disseminated to all members. If manufacturers list unrealistic claims that cannot be substantiated by tests. members will be notified. But there will be no attempt made to persuade any member to use one piece of equipment over another.

An interim board of directors has been elected from a cross-section of the industry. The board comprises Gary Blum, Columbia; Chuck Broniер, Sun West; Dave Gold, Gold Star; Shelly Herman, Artist's Recorders; Larry Levine, A&M; Jerry Ragavoy, Hit Factory; Phil Ramone, A&R; Pen Stevens, Record Plant; John Woram, Vanguard. Levine is acting chairman.

NCRE members voted unanimously to discourage the advent of 24-track recording machines. The group felt that the ability to interlock current equipment should be further developed as a method of increasing the amount of tracks per recording.

The next Los Angeles meet is scheduled at A&M Recording Studios at 8:00 pm, Sept. 6. All inquiries should be directed to Larry Levine at A&M Records; (213) 469-2411.

## Tempts Rally Youth Vote

WASHINGTON, D.C.—The Temptations began registering young voters on the spot after being deputized and sworn in as Registrars for the District of Columbia in a special ceremony at the Washington City Council Chambers, Aug. 8.

Mayor Walter Washington arranged for the Tempts to be sworn in after learning of the group's concern and desire to assist in getting out the Black and Youth vote during a meeting with the Motown recording artists at the District Building earlier in the day.

Newly appointed District of Columbia Superior Court Judge Robert Campbell administered the Oath of Office, using for the first time a Bible presented to him as a memento of his recent appointment to the Court, with the Mayor and other D.C. dignitaries acting as witnesses.

The Temptations registered several hundred new voters at the District Building prior to their evening performance at the Shady Grove Music Fair, where they are appearing with the Supremes.

## Brian Cole Dies At 28

HOLLYWOOD — Brian Cole, musician, actor, writer, singer and member of the rock group Association, died on Wed., Aug. 2, at his Hollywood home. Cause of death has been withheld pending the coroner's inquiry.

Twenty-eight year old Cole, had been a member of the Association since its beginning, performing over 900 concerts and recording 10 albums. Seven of the group's releases were gold million sellers.

Aside from the group's busy personal appearances and recording schedule, Cole had recently been in demand as a special effects singer and narrator for television and radio.

He originally came to Los Angeles in 1964 from Portland, Oregon as a comedian-folk singing member of the Gnufolk, a trio performing on the coffee house circuit. Cole left that group to join a 13 man aggregate called the "Men," who made their debut at Doug Weston's Troubadour, and were the first group to be labelled "folk-rock." Shortly thereafter the Men disbanded and five of its members, including Brian, formed the "Association," adding one other man. Within one year they gained national prominence with hits like, "Along Comes Mary" and "Cherish."

Cole prided himself in never having missed a gig in those seven years. He is survived by three children, his parents and a brother. Funeral services were held on Sat., Aug. 5, at Forest Lawn in Los Angeles.

## 4 Goldies For Col

NEW YORK—Columbia Records has struck gold four times in the past week. The RIAA has certified the "Carlos Santana/Buddy Miles—Live!" and the "Chicago" albums as gold albums as well as Looking Glass' single, "Brandy" and Dr. Hook and the Medicine Show's "Sylvia's Mother" as million seller gold as well.

The certification of the Santana and Chicago albums place these artists in the category of having seen every album they have released turn gold, giving them both a 100% gold record.

# Blume, Kershenbaum Add To RCA 'Now' Punch On Coast

NEW YORK — RCA Records has announced the appointment of two contemporary music artists and repertoire producers, Dave Blume and David Kershenbaum, for RCA Records' Hollywood recording center.

Don Burkhimer, vice president of A&R, said: "The addition of these two producers is part of our announced expansion of our West Coast recording activities. These two in-house producers are extremely knowledgable in those areas of music from which hit records are coming these days. Their presence on our staff will make it possible for us to be much more aggressive in doing business here . . . in finding and developing new artists, in providing an ideal recording climate in our studios for our established artists and in producing hit records."

Blume and Kershenbaum are both musicians and have had wide experience in all facets of recording.

Prior to joining RCA Records, Blume had been with Famous Music Corp. as assistant director of A&R for Paramount Records, a position he had held since 1970. Before that, he was president of Red River Productions, Inc. He also has been an indie producer, arranger, songwriter and pianist. He has led and recorded his own jazz, folk and rock groups over the past 10 years, and in 1965-66, he recorded with Creed Taylor. He has co-authored hit songs and film scores including "Turn-Down Day" by Cyrkle for Columbia Records and "What's So Bad About Feelin' Good" for Universal Pictures. Among the artists who have recorded his songs are Ed Ames, the Brothers Four, Young Americans, Gary Lewis and the Wilburn Brothers.

MASS PRODUCTION — Don Burkhimer (center), RCA Records' Division Vice President, Artists and Repertoire, discusses future plans with two new members of his west coast A&R staff, producers David Kershenbaum (left) and Dave Blume.

Before coming to Hollywood, Kershenbaum had headed RCA Records Chicago A&R operations for more than a year. Prior to that, he was president of an Indie production company which serviced major agencies with radio and television commercials and he personally handled independent record productions.

In 1967, Kershenbaum was signed as a writer and artist by Sidewalk Productions under Mike Curb. He has recorded his own songs with Capitol Records and Bell Records, and his compositions have been recorded by various artists on several labels including Ann Booth on Audio Fidelity, Chuck Woolery on Columbia, Jean Shepard on Capitol and Tammy Wynette on Epic.

Blume and Kershenbaum will reside in Los Angeles and will report directly to Burkhimer.

## MCA Profits Tops Over Six Months

UNIVERSAL CITY — Lew R. Wasserman, president of MCA Inc., reports that the company's earnings for the first half of 1972 were the highest for any six-month period in MCA's history.

Net income for the first half of 1972 was $10,709,000 or $1.31 per share on 8,198,027 average number of common shares outstanding; gross revenues were $144,368,000 and provision for federal, state and foreign income taxes was $3,750,000. Comparable figures for the first six months of 1971 were: adjusted net income of $9,103,000 or $1.11 per share on 8,173,832 average number of common shares outstanding; gross revenues were $144,321,000 and provision for federal, state and foreign income taxes was $4,650,000. Net income and provision for income taxes previously reported for the first half of 1971 have been adjusted by $1,650,000 or 20¢ per share to reflect one-half of the 1971 investment tax credit.

For the second quarter of 1972, net income was $5,391,000 or $.66 per share on gross revenues of $64,141,000; provision for income taxes was $1,900,000. For the same period in 1971 adjusted net income was $4,659,000 or $.57 per share on gross revenues of $65,453,000; adjusted provision for income taxes was $2,375,000.

Wasserman reported that results to date from the principal operations of the company are "very satisfactory." If the present favorable business climate continues through the remainder of the year, he expects that MCA's earnings for 1972 will exceed those of any previous year.

It was also announced that the board of directors declared a quarterly dividend of 15¢ per common share payable Oct. 9, to stockholders of record Sept. 20.

## Kent Builds Staff

HOLLYWOOD — Kent Records has just named Huey R. Harris and Collis R. Sermon to national promotion posts. Their immediate assignment will be to give added support to the label's recent break-through single "Push On Jessie Jackson" by the Pace Setters, locally based group.

## Lawrence Is Col Manager Of Quad A&R

NEW YORK—Kip Cohen, Columbia's vice president of east coast A&R, has announced that Al Lawrence has become manager of Quadraphonic A&R.

Lawrence's new responsibilities include the coordination of all activities relating to quad software and the supervision of all aspects of quad records. Lawrence will be responsible also for quality control from those artists already recording in quad and for the technical and creative orientation of all of Columbia's artists and producers about to begin utilizing the Columbia studio's quad facilities.

A member of the New York State Bar, Lawrence attended Colgate and Syracuse Universities. He is a former associate producer for Epic Records and has been serving as both a music editor and quadraphonic coordinator for Columbia Records since 1967.

## Mercury Boom

(From p. 9)

John Silver, national promo, singles; Andre Montell, national promo R&B; Frank Mull, National Promo, country; Paul Nelson, East A&R director; Lou Simon, senior vice president/director of marketing; Harry Kelly, vice president/tapes; Carol Forney, administrative director of the legal department.

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*Aug. 23* ..... Ritz Theater | Staten Island
*Aug. 24* ..... Tower Theater | Philadelphia
*Sept. 2* ..... City Auditorium | New Orleans
*Sept. 10* ..... Santa Monica Civic | L.A.

elektra records/tapes

# Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

| | TITLE | ARTIST | LABEL | % OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK | TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE |
|---|---|---|---|---|---|
| 1. | Honky Cat | Elton John | Uni | 32% | 71% |
| 2. | Burning Love | Elvis Presley | RCA | 31% | 41% |
| 3. | Play Me | Neil Diamond | Uni | 29% | 54% |
| 4. | Power Of Love | Joe Simon | Polydor | 26% | 62% |
| 5. | Easy Livin' | Uriah Heep | Mercury | 23% | 43% |
| 6. | Everybody Plays The Fool | Main Ingredient | RCA | 23% | 53% |
| 7. | A Piece Of Paper | Gladstones | ABC | 19% | 34% |
| 8. | Good Time Charlie's Got The Blues | Danny O'Keefe | Signpost | 19% | 19% |
| 9. | Pop That Thang | Isley Bros. | T-Neck | 19% | 28% |
| 10. | I Believe In Music | Gallery | Kama Sutra | 18% | 35% |
| 11. | Rock Me On The Water | Jackson Brownie | Asylum | 16% | 61% |
| 12. | Baby Let Me Take You In My Arms | Detroit Emeralds | Westbound | 14% | 63% |
| 13. | Garden Party | Rick Nelson | Decca | 14% | 14% |
| 14. | Tight Rope | Leon Russell | Shelter | 13% | 26% |
| 15. | You Wear It Well | Rod Stewart | Mercury | 13% | 35% |
| 16. | From The Beginning | Emerson, Lake & Palmer | | 13% | 19% |
| 17. | Popcorn | Hot Butter | Musicor | 12% | 31% |
| 18. | Why | Donny Osmond | MGM | 12% | 21% |
| 19. | My Man, A Sweet Man | Millie Jackson | Spring | 11% | 11% |
| 20. | This World | Staple Singers | Stax | 11% | 20% |
| 21. | Join Together | Who | Decca | 10% | 99% |
| 22. | Use Me | Bill Withers | Sussex | 10% | 10% |
| 23. | Stairway To Heaven | Led Zeppelin | Atlantic | 9% | 9% |
| 24. | America | Yes | Atlantic | 8% | 41% |
| 25. | Ben | Michael Jackson | Motown | 8% | 20% |
| 26. | Nights In White Satin | Moody Blues | Deram | 8% | 40% |
| 27. | Small Beginnings | Flash | Capitol | 8% | 42% |
| 28. | In The Quiet Morning | Joan Baez | | 7% | 26% |
| 29. | Back Stabbers | O'Jays | Phila. International | 5% | 99% |
| 30. | Speak To The Sky | Rick Springfield | Capitol | 5% | 49% |

# Radio-TV News Report

## KMPC's Barnett Forms Consultant Firm

LOS ANGELES — Russ Barnett, director of programming of KMPC Radio in Los Angeles for the past ten years, has announced the formation of a radio consulting firm named Programming Aids & Services, Inc. The company will specialize in program consulting but will also provide services in the areas of promotion, station ID, jingles, production services and over-all station operations.

Working with Mr. Barnett will be another well known air personality and program director, Roger Christian. Christian has been a top-rated disc jockey on KFWB, KHJ and KRLA, and program director of KGBS, all in Los Angeles.

Barnett, prior to his tenure at KMPC, worked with Gordon McLendon and Don Keyes in creating the format for the world's first all-news radio station. He was also a disc jockey and newsman at WFAA and KLIF in Dallas and was associated with other stations in Toledo and Detroit. Barnett won six nominations as national program director of the year and received the award in 1970.

"The exciting aspect of this company," according to Barnett, "is that we can operate in all fields of radio because we have had experience in all formats, from the management level on down to floor sweeping. Also we both have been record producers and jingle producers and have vast experience in FCC matters, including license applications and renewals, Renewal consulting, I feel, will be an important part of our business."

Barnett states that the first two clients have already been signed and will announce shortly.

The company's offices are located at 3620 Barham Blvd., Suite Y-103, Los Angeles 90068. Telephone (213) 874-5411.

HIGH FLYING BIRD — Rueben Ortiz, leader of Silverbird, right, chats with Bob Collins, program director at WRIT, Milwaukee. The Columbia group, consisting of Ortiz, wife Ginger and sons Mark, Perry, Gilbert and Rudy, performed at a party given for them in Milwaukee. The group was on a tour through the Midwest to promote their single, "Getting Together." Album of the same title is soon to be released by the label.

## WGLD Live Rock

CHICAGO — Live rock concerts will return to WGLD, the Oak Park-Chicago rock FM outlet, August 23 when the Capitol group Pink Floyd performs at 9 p.m. The program begins a new schedule of on-air concerts performed before a live audience. The concert schedule on the station will be weekly, on Wednesdays. All concerts will be at 9 p.m.

Following Pink Floyd's August 23 concert the line-up is: August 30, Joni Mitchell and James Taylor together in concert; September 6, Faces with Rod Stewart; September 13, Wishbone Ash; September 20, Deep Purple; and September 27, Led Zeppelin The series was recorded in London by the B.B.C.

## Gavin Replies To Anderson

SAN FRANCISCO — Columnist Jack Anderson's latest report on the record industry and its references to "payola" has drawn a sharp rebuttal from Bill Gavin, San Francisco-based radio programing advisor.

Gavin's Report for this week, answering an Anderson column of August 1, says the syndicated column "raises a serious doubt that he and his assistant know enough about the record business to describe its irregularities intelligibly."

Gavin continues, "His 'anatomy of a typical payola case from our six-month-long investigation' produces a pitiful attempt by an obscure operator to squeeze a bribe from an unknown record company.

"Calling this sordid little episode 'typical' reveals vast ignorance of both the honest and the dishonest phases of the record business."

FLASH IN THE FLESH—Capitol Records group Flash is seen at Ultra-Sonic Recording Studios following their concert recently broadcast live in stereo over WLIR(FM) as part of the weekly concert series sponsored by the Dr Pepper Company. With Flash are standing, left to right: Chris Feder, WLIR(FM) music director; Ken Kohl, WLIR(FM) program director; 4th from left: Ron Farber, Capitol Records promotion manager; 5th from left: Ultra-Sonic's Steve Goetz, who engineered the concert.

# F.F. and Z.'s new single will make you smile, then laugh, then tap, then rock and finally, stomp your foot. "Everybody Get Out of Bed."

5-10906

F. F. and Z. (Gary and Paula Fishbaugh and Pete Zorn) are now making it in England, and their first American single is sure to make them a smash here.

F. F. and Z.'s new single will be knocking people out of bed. And getting their feet on the floor.

**"Everybody Get Out of Bed." The F.F. and Z. debut. On Epic Records**

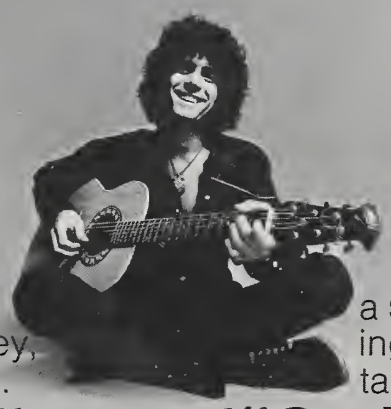
EPIC

® "EPIC," MARCA REG. T.M. PRINTED IN U.S.A.

# Epic Records warmly welcomes a talented new songwriter, a gifted new arranger-producer, and a great new singer:

# Neil Goldberg. And his fine new single, "One Woman."

5-10904



Neil Goldberg has been writing songs for people like Bill Medley, Candi Staton and others.

"One Woman" is a sensational recording debut for a very talented artist.

**Neil Goldberg and "One Woman." A happy new couple. On Epic Records**

EPIC

® "EPIC," MARCA REG. T.M. PRINTED IN U.S.A.

# Additions To Radio Playlists

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week

**WABC—NEW YORK**
Motorcycle Mama—Sailcat—Elektra
The Guitar Man—Bread—Elektra
Goodbye To Love—Carpenters—A&M

**WOKY—MILWAUKEE**
Honky Cat—Elton John—Uni
Why—Donny Osmond—MGM
What Exactly Is A Friend—Peter Cofield—Metromedia
Then Again Maybe—Gary Lewis—Scepter
My Guy—Petula Clark—MGM
Happiness Train—The Sugar Bears—Big Tree
Burning Love—Elvis Presley—RCA

**WLS—CHICAGO**
Back Stabbers—O'Jays—Phil. Int'l.
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Rock & Roll—Part 2—Gary Glitter—Bell

**KXOK—ST. LOUIS**
Power Of Love—Joe Simon—Spring
This World—Staple Singers—Stax
You're Still A Young Man—Tower of Power—W.B.
Popcorn—Hot Butter—Musicor
Put It Where You Want It—Crusaders—Blue Thumb
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Pop That Thang—Isley Bros.—T-Neck

**WMAK—NASHVILLE**
Good Time Charley's Got The Blues—Danny O'Keefe—Signpost
A Piece Of Paper—Gladstone—ABC
Burning Love—Elvis Presley—RCA
Everybody Plays The Fool—Main Ingredient—RCA
Power Of Love—Joe Simon—Spring

**WSGN—BIRMINGHAM**
How Can You Lose Something You Never—Rozetta Johnson
Baby Let Me Take You In My Arms—Detroit Emeralds—Westbound
Burning Love—Elvis Presley—RCA
Use Me—Bill Withers—Sussex

**WLOF—ORLANDO**
Choo Choo Train—Flemming Rasmussen—Vanguard
Rock & Roll Part 2—Gary Glitter—Bell
Play Me—Neil Diamond—Uni
Don't The Moon Look Fat & Lonesome—Joy Of Cooking—Capitol

**WLAV—GRAND RAPIDS**
Lonely Boy/Why—Donny Osmond—MGM
I've Got To Have You—Sammie Smith—Mega
Easy Living'—Uriah Heep—Mercury
We Can Make It Together—Steve & Edye With The Osmonds—MGM

**WMEX—BOSTON**
Go All The Way—Raspberries—Capitol
Easy Livin'—Uriah Heep—Mercury
Listen To The Music—Doobie Bros.—W.B.
Back Stabbers—O'Jays—Phil. Int'l.

**CKLW—DETROIT**
It's The Way Nature Planned It—4 Tops—Motown
How Could I Let You Get Away—Spinners—Atlantic
Baby Don't Get Hooked On Me—Mac Davis—Columbia
You Wear It Well—Rod Stewart—Mercury

**WPOP—HARTFORD**
Go All The Way—Raspberries—Capitol
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Join Together—The Who—Decca
Take Me Back 'ome—Slade—Polydor
Burning Love—Elvis Presley—RCA
Ben—Michael Jackson—Motown

**KLEO—WICHITA**
Rock Me On The Water—Jackson Browne—Asylum
Garden Party—Rick Nelson—Decca
Play Me—Neil Diamond—Uni
Stairway To Heaven—Led Zeppelin—Atlantic

**WING—DAYTON**
Popcorn—Hot Butter—Musicor
The Guitar Man—Bread—Elektra
Back Stabbers—O'Jays—Phil. Int'l.
Sweet Inspiration—Barbra Streisand—Columbia
Go All The Way—Raspberries—Capitol

**WKWK—WHEELING**
Everybody Plays The Fool—Main Ingredient—RCA
It's Too Late—Bill Deal & Rhondells—Buddah
Honky Cat—Elton John—Uni
The City Of New Orleans—Arlo Guthrie—Reprise
It's All Right—Robey, Falk & Bod—Epic

**WJET—ERIE**
A Simple Man—Lobo—Big Tree
Power Of Love—Joe Simon—Spring
Easy Livin'—Uriah Heep—Mercury
Nights In White Satin—Moody Blues—Deram
This World—Staple Singers—Stax
From The Beginning—Emerson, Lake & Palmer—Cotillion
I've Got To Have You—Spyders Gang—Scepter

**WDRC—HARTFORD**
Speak To The Sky—Rick Springfield—Capitol
Play Me—Neil Diamond—Uni
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Back Stabbers—O'Jays—Phil. Int'l.
Go All The Way—Raspberries—Capitol
Honky Cat—Elton John—Uni

**WDGY—MINNEAPOLIS**
Play Me—Neil Diamond—Uni
Back Stabbers—O'Jays—Phil. Int'l.
Whatever Turns You On—Travis Wammock—Fame
Go All The Way—Raspberries—Capitol
I Believe In Music—Gallery—Sussex
Honky Cat—Elton John—Uni
Tightrope—Leon Russell—Shelter
Sweet Caroline—Bobby Womack—U.A.

**WIFE—INDIANAPOLIS**
Baby Let Me Take You In My Arms—Detroit Emeralds—Westbound
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Little Willie—The Sweet—Bell

**WHB—KANSAS CITY**
Lookin' Through The Windows—Jackson 5—Motown
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Rock & Roll Part 2—Gary Glitter—Bell
Join Together—The Who—Decca

**KILT—HOUSTON**
That's The Way God Planned It—Billy Preston—Apple
Small Beginnings—Flash—Capitol
Power Of Love—Joe Simon—Spring

**WKBW—BUFFALO**
Benedictus—The Strawbs—A&M
I Just Want To Make Love To You—Foghat—W.B.
A Piece Of Paper—Gladstone—ABC
Back Stabbers—O'Jays—Phil. Int'l.
The Guitar Man—Bread—Elektra
Baby Let Me Take You In My Arms—Detroit Emeralds—Westbound

**WLEE—RICHMOND**
Burning Love—Elvis Presley—RCA
Go All The Way—Raspberries—Capitol
Witchy Woman—The Eagles—Asylum

**KAKC—TULSA**
Jackie Wilson Said—Van Morrison—W.B.
Rock Me On The Water—Jackson Browne—Asylum
Baby Let Me Take You In My Arms—Detroit Emeralds—Westbound
Go All The Way—Raspberries—Capitol
You Wear It Well—Rod Stewart—Mercury
Easy Livin'—Uriah Heep—Mercury
Everybody Plays The Fool—Main Ingredient—RCA

## THE BIG THREE

1. HONKY CAT—ELTON JOHN—UNI
2. BURNING LOVE—ELVIS PRESLEY—RCA
3. PLAY ME—NEIL DIAMOND—UNI

**WQAM—MIAMI**
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Saturday In The Park—Chicago—Columbia
The Guitar Man—Bread—Elektra
Happy—Rolling Stones—Rolling Stones
Black & White—3 Dog Night—Dunhill

**WBBQ—AUGUSTA**
My Guy—Petula Clark—MGM
Easy Livin'—Uriah Heep—Mercury
I Believe In Music—Gallery—Sussex
Happy—Rolling Stones—Rolling Stones

**WIXY—CLEVELAND**
Honky Cat—Elton John—Uni
Easy Livin'—Uriah Heep—Mercury
Join Together—The Who—Decca
Play Me—Neil Diamond—Uni
My Man, A Sweet Man—Millie Jackson—Spring
Garden Party—Rick Nelson—Decca

**WFIL—PHILADELPHIA**
Beautiful Sunday—Daniel Boone—Mercury

**WHLO—AKRON**
I'm Your Puppet—Dionne Warwicke—Scepter
Easy Livin'—Uriah Heep—Mercury
City Of New Orleans—Arlo Guthrie—Reprise
Speak To The Sky—Rick Springfield—Capitol
Honky Cat—Elton John—Uni
Geronimo's Cadillac—Michael Murphy—A&M
Burning Love—Elvis Presley—RCA

**WSAI—CINCINNATI**
Everybody Plays The Fool—Main Ingredient—RCA

**WTIX—NEW ORLEANS**
Join Together—The Who—Decca
The Guitar Man—Bread—Elektra
Rock & Roll—Part 2—Gary Glitter—Bell
A Sunday Kind Of Love—Lenny Welch—Atco

**WKLO—LOUISVILLE**
Power Of Love—Joe Simon—Spring

**WBAM—MONTGOMERY**
Mean Little Woman—Tommy Roe—MGM South
Wonder Girl—The Sparks—Bearsville
Back Stabbers—O'Jays—Phil. Int'l.

**WCOL—COLUMBUS**
Power Of Love—Joe Simon—Spring
If You Leave Me Tonight I'll Cry—Jerry Wallace—Decca
Garden Party—Rick Nelson—Decca
Love Song—Tommy James—Roulette
Play Me—Neil Diamond—Uni
America—Yes—Atlantic
Happiness Train—Sugar Bear—Big Tree
Stairway To Heaven—Led Zeppelin—Atlantic
Sister Mary Elephant—Cheech & Chong—Ode

**WGLI—BABYLON**
Everybody Plays The Fool—Main Ingredient—RCA
Black & White—3 Dog Night—Dunhill
Saturday In The Park—Chicago—Columbia

**WMPS—MEMPHIS**
Back Stabbers—O'Jays—Phil. Int'l.
Pop That Thang—Isley Bros.—T-Neck
Popcorn—Hot Butter—Musicor
Everybody Plays The Fool—Main Ingredient—RCA
My Man, A Sweet Man—Millie Jackson—Spring
Honky Cat—Elton John—Uni
Play Me—Neil Diamond—Uni
I Believe In Music—Gallery—Sussex

**WCAO—BALTIMORE**
Burning Love—Elvis Presley—RCA
Everybody Plays The Fool—Main Ingredient—RCA
Ben—Michael Jackson—Motown
Why—Donny Osmond—MGM
Evil Ways—Santana & Buddy Miles—Columbia
From The Beginning—Emerson, Lake & Palmer—Cotillion
You Wear It Well—Rod Stewart—Mercury

**WPRO—PROVIDENCE**
Small Beginnings—Flash—Capitol
Yes I'll Say It—Swallow—W.B.
Gone—Joey Heatherton—MGM
When You Say Love—Sonny & Cher—Kapp
Back Stabbers—O'Jays—Phil. Int'l.

**KISN—PORTLAND**
America—Yes—Atlantic
Nights In White Satin—Moody Blues—Deram
Goodtime Charlie's Got The Blues—Danny O'Keefe—Signpost
Play Me—Neil Diamond—Uni
To Know You Is To Love You—Syrita—Mowest
Use Me—Bill Withers—Sussex

**KCBQ—SAN DIEGO**
Join Together—Who—Decca
Rock & Roll—Part 2—Gary Glitter—Bell

**KYA—SAN FRANCISCO**
Honky Cat—Elton John—Uni
Beautiful Sunday—Daniel Boone—Mercury
Guitar Man—Bread—Elektra
Power Of Love—Joe Simon—Spring

**KNDE—SACRAMENTO**
Tightrope—Leon Russell—Shelter
Back Stabbers—O'Jays—Phil. Int'l.
Listen To The Music—Doobie Bros.—Warner Bros.
Coldest Days Of My Life—Chi-Lites—Brunswick

**KJR—SEATTLE**
From The Beginning—Emerson, Lake & Palmer—Cotillion
Burning Love—Elvis Presley—RCA
I Can See Clearly Now—Johnny Nash—Epic
Close To You—Jerry Butler—Mercury

**KHJ—LOS ANGELES**
Rock Me On The Water—Jackson Brown—Asylum
In The Quiet Morning—Joan Baez—A&M
Baby Don't Get Hooked On Me—Mac Davis—Columbia
Back Stabbers—O'Jays—Phi. Int.
Go All The Way—Raspberries—Capitol

**WIBG—PHILADELPHIA**
Power Of Love—Joe Simon—Spring
If You're Gonna Break Another Heart—Cass Elliot—RCA

**KQV—PITTSBURGH**
Back Stabbers—O'Jays—Phil. Int'l.

**WAYS—CHARLOTTE**
Good Time Charlie's Got The Blues—Danny O'Keefe—Signpost
Join Together—The Who—Decca

**KLIF—DALLAS**
Pop That Thang—Isley Bros.—T-Neck
Garden Party—Rick Nelson—Decca
Power Of Love—Joe Simon—Spring
A Piece Of Paper—Gladstone—ABC
On My Own—B. W. Stevenson—RCA
Down By The River—Albert Hammond—Mums
Everybody Plays The Fool—Main Ingredient—RCA
Good Time Charlie's Got The Blues—Danny O'Keefe—Signpost

**WIRL—PEORIA**
Rock Me On The Water—Jackson Browne—Asylum
In The Quiet Morning—Joan Baez—A&M
Black & White—3 Dog Night—Dunhill
Easy Livin'—Uriah Heep—Mercury
Play Me—Neil Diamond—Uni

**WAPE—JACKSONVILLE**
You're Still A Young Man—Tower Of Power—W.B.
Starting All Over Again—Mel & Tim—Stax
This World—Staple Singers—Stax

**WCFL—CHICAGO**
Burning Love—Elvis Presley—RCA
Beautiful—Daniel Boone—Mercury
Loving You Just Crossed My Mind—Sam Neely—Capitol
Pop That Thang—Isley Bros.—T-Neck

**WFEC—HARRISBURG**
Power Of Love—Joe Simon—Spring
A Piece Of Paper—Gladstone—ABC
Play Me—Neil Diamond—Uni
Burning Love—Elvis Presley—RCA

**WWRL—NEW YORK**
Freddie's Dead—Curtis Mayfield—Curtom
Come Get This Ring—Tyrone Davis—Dakar
Woman Don't Go Astray—King Floyd—Chimneyville
Guess Who—B. B. King—ABC
Use Me—Bill Withers—Sussex
Play It By Ear—Sam Russell—Playboy

**WJMO—CLEVELAND**
She's A Winner—The Intruders—Gamble
Slippin' Into Darkness—Ramsey Lewis—Columbia
A Joyful Process—Funkadelics—Westbound
This World—Staple Singers—Stax
Rock & Roll Part 2—Gary Glitter—Bell

**WIGO—ATLANTA**
Apples, Peaches, Pumpkin Pie—Odds & Ends—Today
Somebody's On Your Case—Ann Peebles—Hi
Are You Leaving Me—Pep Brown—Lava
Play It By Ear—Sam Russell—Playboy
Betcha Didn't Know—The Image—Janus
Luther The Anthropoid—Jimmy Castor Bunch—RCA

**KGFJ—LOS ANGELES**
I Don't Want To Do Wrong—Love, Peace & Happiness—RCA
It's The Way Nature Planned It—4 Tops—Motown
Use Me—Bill Withers—Sussex
Through The Memory Of My Mind—Freda Payne—Invictus

**WVON—CHICAGO**
Good Vibrations—James Gadson—Cream
My Mind Keeps Telling Me—Eddie Holman GSF
Evil Ways—Carlos Santana & Buddy Miles—Columbia
Walk On By—The Dells—Cadet

**KATZ—ST. LOUIS**
Woman Don't Go Astray—King Floyd—Chimneyville
O O O Baby Baby—Donni Elbert—Avco
Toast To The Fool—Dramatics—Volt
To Know You Is To Love—Syreeta—Mowest
Hw Could I Let You Get Away—Spinners—Atlantic
Use Me—Bill Withers—Sussex
The Horse—Cliff Nobles—Jamie

there's a david cassidy
in david cassidy
that you never heard before-

bell

# "ROCK ME BABY"

RECORDED BY

# david cassidy

Produced by WES FARRELL For Coral Rock Productions, Inc.

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PERSONAL MANAGEMENT: RUTH H. AARONS,
AARONS MANAGEMENT CORPORATION

PUBLIC RELATIONS: SOLTERS/SABINSON/ROSKIN INC.

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BELL RECORDS
A Division of Columbia Pictures Industries, Inc.

# Merc Meets Launch Product

CHICAGO — Mercury Records is holding 10 informal distributor meetings around the country to introduce the Aug. 15 release, according to Jules Abramson, sales manager. The meetings started Aug. 9 in Washington D.C., and continue through Aug. 18 in Detroit. Other dates include Chicago (10); New York and San Francisco (14); Minneapolis, and Atlanta (15); Los Angeles, Boston (16); Dallas (17).

Besides Abramson, attending the meetings from Mercury will be Lou Simon, senior vice president/director of marketing; Burt Naidoff, eastern regional marketing manager; Tom Colley, southern regional marketing manager; George Steiner, western regional marketing manager; Stan Bly, national promo director; Long John Silver, national promo director, singles; Andre Montell, national promo director, R&B; plus other Mercury execs.

The meetings will serve as the start of a heavy effort on Tom T. Hall, highlighted by two LP's, "Greatest Hits" and "The Story Teller." Other albums in the Aug. 15 release are "Country Music Then and Now" by the Statler Brothers, "Henry Buckle," "Akido," an African/West Indies group living in England and produced by Ronnie Lane of the Faces, "Blueprint for Discovery" by Jerry Peters, writer of "Going in Circles," "Come What May" by Vicky Leandros, the European "Barbra Streisand," "Sing Along Junk" by Gap Mangione produced by his brother Chuck Mangione, "Introducing the Ice Man's Band," Jerry Butler's backup group's first solo effort.

"The meetings will be about three hours long with just a quick meal and listening to selections from the Aug. 15 release, plus some additional material from upcoming LP's," 'Abramson said. The selections were prepared and edited by Robin McBride, international and midwestern A&R director.

"This is not a hard business meeting in any sense," Abramson continued. "This meeting will preview product and show our appreciation to distributors for the job they have done and to urge them to keep the momentum going." End of release.

SUPERMEN -- Curtis Mayfield (r) composed original score for film "Super Fly" with Johnny Pate (left) who arranged, orchestrated, and conducted the music. Original soundtrack is on Curtom Records. "Super Fly" album is currently #51 with a bullet on the Cash Box Album chart.

# Perception Dist. Deal

NEW YORK — Perception Ventures, Inc., has announced that its labels, Perception Records, Today Records, and Jamboree U.S.A. Records have entered into a distribution agreement giving Music Two and Music West distribution rights to Perception product in Los Angeles and San Francisco (Music West), Cleveland, Pittsburgh, Buffalo, Dallas, and Houston (Music Two). The agreement was negotiated and executed by Perception president Terry Philips and executive vice president Boo Frazier and Gene Settler, vice president and director of marketing, RCA.

Philips commented that, "the agreement has already proven to be a mutually beneficial arrangement; Music West and Music Two are enthused about the sales potential of the Perception/Today jazz and R&B catalog, featuring such artists as Black Ivory, Wanda Robinson, Dizzy Gillespie, and Lucky Peterson; and that enthusiasm has generated Perception sales activity."

New releases scheduled for Aug. and Sept. include album releases by Astrud Gilberto, Johnny Hartman and George Coleman, and a new Black Ivory album, with debut albums—by Tom Sullivan, the Eight Minutes, singer Debbie Taylor, and an instrumental album by The Fatback Band.

# Al Green, Savoy Brown Top London's Aug. LP Release

NEW YORK — London Records August LP release is highlighted by a new rush-release album by Al Green, of Hi Records, distributed by London. Also on the docket is the new Savoy Brown album on Deram coinciding with the group's latest American tour, which started several weeks ago.

The Green album is titled "I'm Still in Love with You", after his current top 10 single.

Green's most recent album, "Let's Stay Together," is long since in the gold category, along with his four singles, including the current "I'm Still in Love with You," which was to be certified last week. In addition to the current smash, Green's gold singles include "Tired of Being Alone," "Let's Stay Together" and "Look What You Done For Me."

The Savoy Brown album, as yet untitled, is due out within the next few weeks. It follows "Hellbound Train," a chart hit. The band is currently on a tour of major American venues, many of them outdoor sports stadia.

Also part of the four-LP pop release is the new album by the Keef Hartley Band, titled "The 72nd Brave," the fifth LP in London's Deram label catalog for the former John Mayall drummer star. Hartley too is expected to commence a U. S. tour at an early date. Closing out the pop section of the release is an LP by the British group, Caravan, with their second album, "Waterloo Lily."

Finally, Herb Goldfarb, vp of sales & marketing, announced the release of six new classical packages and six new entries in the company's successful Richmond Opera budget-priced series.

# 16 Capitol LP's For Aug.

HOLLYWOOD — Sixteen albums comprise the Capitol-Island-Capitol International release for August, according to Allen Davis, creative services vp.

Headlining the release is the "Rock of Ages." The Band's sixth album for the label recorded live at The Academy of Music in New York over New Year's Eve, 1971-72, and "Loving You Just Crossed My Mind," by Sam Neely, the title track being his smash hit single.

Also featured are Volumes 11-15 of the Capitol Jazz Series that includes LPs by Duke Ellington, Benny Goodman and Dizzy Gillispie among others.

Country releases for the month include Red Simpson's "The Very Real Red Simpson"; Dorsey Burnett's "Here and Now"; "I Wouldn't Want You Any Other Way," by Wanda Jackson; and Jean Shepard's "Just Like Walkin' In The Sunshine."

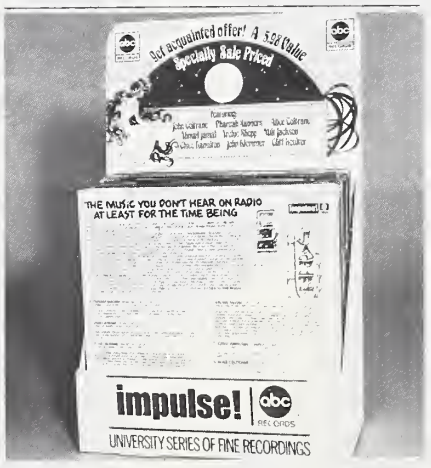
In August, Island Records will present "If A Man But Knew" debut album by the Habibiyya, while newly created label, Capitol International will feature from Ireland, "I Love a Lassie" by Andy Stewart and "God Save Ireland" sung by Arthur Murphy; and from Rumania, "Panpipes of Rumania" by Nico Pourvu.

Extensive merchandising and ad support programs are planned for these Aug. releases, according to Davis.

# ABC/Dunhill Sets Fall Release

HOLLYWOOD — Jay Lasker, president of ABC/Dunhill Records, hosted the company's quarterly promotion and product meeting Aug. 28 and 29 at the Sportsmen's Lodge in North Hollywood, and announced the 1972 fall release.

Promotion and Sales men throughout the country gathered for the meetings. Also in attendance were Dave Chapman, administer of ABC/Dunhill product in England for Probe Records and Andy Nagy, director of ABC/Dunhill product in Canada (distributed by RCA Canada).




JAZZED UP! — Dennis Lavinthal, ABC/Dunhill vice president in charge of sales and promotion, has announced a special offering from Impulse Records' Fall release—two specially-designed volumes to make the music of Impulse artists more accessible to a larger audience. The first is a single Lp titled "Irrepressible Impulses" (IMP-1972), which will be sold to distributors at a nominal cost and will be displayed by a special stand-up rack as shown above. The package, display and Lp tracks are designed to serve as an introduction to the current Impulse catalog.

The second, a 3 record set of "Energy Essentials" contains tracks from eighteen Impulse artists, selected on the basis of palatability to the general consumer and light jazz enthusiast. From its historical and developmental references, the set is designed to draw the listener into the deeper Impulse music and experience.

The 1972 Fall release has been labeled as "That championship season for the family of ABC/Dunhill Records." Included in the ABC and Dunhill releases are: "Birtha"; "Farewell to Paradise," Emitt Rhodes' new LP, which he has written, arranged, performed, recorded and produced. "Raw Velvet," by Bobby Whitlock; "A Song or Two" by Cashman & West: "Can't Buy a Thrill," by Steely Dan; "Barnstorm" by Joe Walsh, former lead guitarist of the James Gang; "B.B. King—Guess Who"; and "Soledad on My Mind" which was recorded live at Soledad Prison by John Lee Hooker.

Two more new artists to the label are John Henry Kurtz with his debut LP, "Reunion"; and Tim Moore with his first album for the label. "Of Woodstock & Other Places." Also included in the release are "Tommy Roe's 16 Greatest Hits," "George Hamilton IV's 16 Greatest Hits," and "Lloyd Price 16 Greatest Hits."

ABC's Audio Treasury features Beverly Sills starring in Offenbach's opera, "Tales of Hoffman," with the London Symphony Orchestra conducted by Julius Rudel. Other releases from Miss Sills include "Excerpts from Donizetti's Lucia Di Lammermoor" and "Excerpts from Massenet's Manon."

The Impulse label also released product. "Outertimeinnerspace" by Ahmad Jamal is a second volume of extended performances recorded at the Montreux Jazz Festival. John Klemmer's latest offering is called "Waterfalls," and follows on the heels of his "Constant Throb." Alice Coltrane offers "Lord of Lords." Michael White's "Pneuma" is his new album. All new material never previously available is on "Infinity," by the late John Coltrane. Pharoah Sanders' newest release is "Pharoah Sanders Live at the East," produced by Lee Young.

As a special package, Impulse is releasing a special three-LP set titled "Energy Essentials," as a developmental and historical introducton to the new music. Rounding out the Impulse release is a special package titled "Irrepressible Impulses," a potpourri of contemporary cuts from popular Impulse albums, designed to serve as an introduction to this type of music.

# Mercury Signs John Davidson

CHICAGO — Mercury Records has signed John Davidson to an exclusive, five-year, multi-album contract, it was announced by Irwin H. Steinberg, president.

The deal was completed between Mercury and Hidden Hills Productions Inc., which represents Davidson. The artist's first Mercury LP will be recorded during September in Nashville, with Jerry Kennedy producing.

Davidson is a veteran of the entertainment industry, has had his own television show in the past, and is a frequent guest on the natonal nighttime and variety shows.

# Mezz Mezzrow Dies At 73

PARIS — Mezz Mezzrow, a jazz clarinetist born in Chicago who was instrumental in the development of American jazz, died of arthritis of the spinal cord at the American Hospital in Paris. He was 73.

Born into a family of Russian immigrants as Milton Mesirow, Mezzrow spent many of his early years in reformatories and prisons, due to his use and sale of marijuana. His playing style on clarinet and saxophone was designed to extoll black New Orleans music and the Negro musicians who created it, rather than the young white imitators who used the same style but concealed its origin.

Mezzrow played with Louis Armstrong, Django Reinhardt, Sidney Bechet, Jack Teagarden and Memphis Slim during the 1930s and 1940s. In 1946 he co-wrote his autobiography with Bernard Wolfe, "Really The Blues."

Mezzrow was alternately hailed and blasted by music critics, who either loved or hated his style. Because of many jail sentences in this country due to marijuana, Mezzrow finally took up permanent residence in Paris in 1951.

Mezzrow is survived by his son. Milton H. Mesirow, and two brothers in Illinois.

The Westminster Gold label, which features great classics at a realistic price, offers no less than 30 new releases from every aspect of the classical spectrum. From this release is offered the "Complete Ring Cycle" by Wagner, featuring the four complete operas ("Das Rheingold," "Die Walkure," "Siegfried," and "Gotterdammerung") with each accompanied by libretto.

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# Elektra's 'Road Show' Bows Aug-Sept Album Release

NEW YORK—Elektra Records begins a week of sales presentations this week (14) in cities around the country, reports Mel Posner, vice president of marketing. The presentation will give an opportunity to all sales and promo personnel at the W-E-A branches to preview Elektra's August and September releases.

The presentation will center around a film made especially for the sales meetings, directed by Frank Bez and produced by William S. Harvey, that includes segments of visuals and music from all the artists who will have albums released in August and September. These include a solo debut album by Casey Kelly, Atomic Rooster's third, "Made In England," a debut by Curt Boetcher, "There's An Innocent Face," new LP's by Harry Chapin and Mickey Newbury, a debut by the group, Goodthunder, which was produced by Paul Rothchild and a special 2-LP set. Nuggets: Relics Of The Sub-Psyche-Delfc Era, 1965-68, which is an anthology of singles and album cuts by groups that "didn't get the recognition they deserved during that time."

Sales presentation for European and English Elektra releases will be held in Stockholm on Aug. 25 and in London on Sept. 1.

Two teams will take to the road with the presentation. One will be headed by Posner and take in meetings in Atlanta (14), Dallas (15), Cleveland (17) and Chicago (18).

Posner will be accompanied in the various cities by John Davis, national promo director, George Steele, director of marketing, west coast, Stan Schoen, midwest and southeast regional sales manager, Bill Davis, southeast regional promo director, David Young, west coast regional sales manager and Ralph Ebler, midwest regional promo director.

Stan Marshall, sales manager, will head the other team which will have meetings in New York on Aug. 14, Boston on Tuesday morning, and Philadelphia Tuesday afternoon (for the Philadelphia and Washington branches), Los Angeles on Aug. 16 and San Francisco on Aug. 17.
For the New York, Boston and Philadelphia meetings, Marshall's team will include Jon Peisinger, eastern regional sales manager, Bob Brownstein, co-director of national promo and Andy Janis, eastern regional promo director. In Los Angeles, he will be accompanied by Bob Brownstein, George Steele, David Young and Paul Ellis, west coast regional promo director.

# Threshold's New Acts

NEW YORK — Gerry Hoff, president of Threshold Records, has announced a new phase of expanded activities for the Threshold label, including the acquisition of several new acts and plans for American tours and record releases.

In addition to the Moody Blues and Trapeze, Threshold has recently signed three other British acts—the group Asgard and solo artists Nicky James and Sue Vickers. Threshold's fourth addition, a group called Providence is the first American act to join the label.

Jerry Weintraub of Management Three is currently booking the next U. S. tour for the Moody Blues, set to begin in Hampton Rhodes, Va., on Oct. 21st. In addition, the Moodies' seventh album is scheduled for release in early October, just prior to the tour.

Singles and albums by Trapeze, Asgard, Nicky James, Sue Vickers and Providence are also scheduled for U.S. release in late summer and early fall. Plans for tours and appearances by the New Threshold acts will be announced shortly.

# Morales Sets Music Company

WYCKOFF, N. J. — Clancy Morales, former musician and rock writer has formed Maranta Music, and Maranta Records Productions, both indie music enterprises, lead by Morales and other musicians.

Morales, who has worked recently with David Peel, artist produced by John Lennon for Apple Records, and other Latin artists, has organized the company to publish music and to handle and control its own record productions.

Among the first projects is the production of an album of early Latin rock bands from Puerto Rico, who's first recordings were released in Puerto Rico many years ago on Puerto Rican labels. Morales, the project producer, plans to re-release the best tracks on an album.

HOLD YOUR HEADS UP—A number of special promotion meetings, called by Steve Popovich, director of Columbia Records, national promotion, sales and distribution, were held during the annual Columbia Records Convention in London.

The meetings covered each aspect of promotion, and also included a special awards ceremony during the program.

As shown above: (l-r) Ron Alexenburg, vice president of Columbia Custom Labels and Epic Records presents Randy Brown with an award for being named regional promotional manager of the year. Brown is from the west coast office; Logan Westbrooks, director of special markets, presents William Craighead with the r&b man of the year plaque; Steve Popovich, director of promotion for sales and distribution presents regional man of the year award to Gene Denonovich; and finally, Westbrooks presents Fred Ware with his award for being the Columbia regional r&b promotional man of the year.

# LOOKING AHEAD

**101 ONLY LOVE CAN BREAK YOUR HEART**
(Cotillion/Broken Arrow—BMI)
Jackie DeShannon—Atlantic 2871

**102 THUNDER & LIGHTNING**
(Chinick—ASCAP)
Chi Coltrane—Columbia 45640

**103 GUESS WHO**
(Michele—BMI)
B. B. King—ABC

**104 HE'S AN INDIAN COWBOY IN THE RODEO**
(Caleb—ASCAP)
Buffy Sainte-Marie—Vanguard 36156

**105 SWEET CAROLINE**
Bobby Womack & Peace—United Artists

**106 SOUTHBOUND TRAIN**
Graham Nash & David Crosby
—Atlantic 2892

**107 MELISSA**
(No Exit/Sherlyn—BMI)
Allman Brothers Band—Capricorn 0007
(Dist: Warner Bros.)

**108 SOMETHING'S WRONG WITH ME**
(Pocket Full Of Tunes—BMI)
Austin Roberts—Chelsea 0101

**109 I WILL NEVER PASS THIS WAY AGAIN**
(Vegas Int'l—BMI)
Glen Campbell—Capitol 6566

**110 DELTA DAWN**
(U.A./Big Ax—ASCAP)
Tanya Tucker—Columbia 45588

**111 RITA**
Arthur Conley—Capricorn

**112 FROM THE BEGINNING**
(Tro—BMI)
Emerson, Lake & Palmer—Cotillion 44158

**113 LUTHER (THE ANTHROPOID)**
(Jimfire—BMI)
Jimmy Castor Bunch—RCA 0763

**114 (IT'S THE WAY) NATURE PLANNED IT**
4 Tops—Motown 1210

**115 THE BIG PARADE**
(Don Kirshner—BMI)
Michael Allen—Lion 120

**116 LOVE, LOVE, LOVE**
(Adish/Two People—BMI)
J. R. Bailey—Toy 3801

**117 I ONLY MEANT TO WET MY FEET**
(Equant/Talk & Tell—BMI)
Whispers—Janu 184

**118 TOUCHING ME**
(Sounds Of Memphis—BMI)
Ovations—Sounds Of Memphis 708
(Dist: MGM)

**119 GET IT ALL**
Mandrill/Intersong—USA/Chappel—ASCAP)
Mandrill—Polydor 14142

**120 I.O.I.O.**
(Casserole—BMI)
Butch Patrick—Metromedia 251

**121 BEST THING**
(Harvey Wallbanger—ASCAP)
Stax—Wooden Nickel 0106 (Dist: RCA)

**122 IS IT REALLY TRUE BOY**
(January/Sa-Veete—BMI)
Love Unlimited—Uni 55342

**123 BUZZY BROWN**
(Hilaria—ASCAP)
Tim Davis—Metromedia 253

**124 WHAT ARE HEAVY**
(Notable—ASCAP)
Cy Coleman Co-Op—London 173

**125 I CAN SEE CLEARLY NOW**
(Cayman—ASCAP)
Johnny Nash—Epic 10902

**126 TAKE ME BACK HOME**
(January—BMI)
Slade—Polydor 15046

**127 THEN AGAIN MAYBE**
(Stein & Van Stock—ASCAP)
Gary Lewis—Scepter 12359

**128 LISTEN TO THE MUSIC**
(Warner Tamerlane—BMI)
Doobie Brothers—Warner Bros. 7619

**129 SPECIAL SOMEONE**
(Home Grown/Heywoods—BMI)
Heywoods—Family 0911 (Dist: Paramount)

**130 MACARTHUR PARK**
(Canopy—ASCAP)
Andy Williams—Columbia 647

# Vital Statistics

#71
**Burning Love (2:48)**
**Elvis Presley—RCA 0769**
1133 Ave. of Amer., NYC 10036
PROD: Dennis Linde
c/o RCA
PUB: Combine Music Corp.—BMI
812 17 Ave. S., Nashville 37203
WRITER: Dennis Linde
FLIP: It's A Matter Of Time

#72
**You Wear It Well (4:21)**
**Rod Stewart—Mercury 73330**
110 W. 57th St., NYC 10019
PROD: Rod Stewart
c/o Mercury
PUB: Three Bridges Music Corp. & H. G. Music, Inc.—ASCAP
c/o Chappell & Co., Inc., 609 Fifth Ave., NYC 10017
WRITERS: R. Stewart & M. Quittenton
FLIP: True Blue

#84
**Freddie's Dead (3:15)**
**Curtis Mayfield—Curtom 1975 (Dist: Buddah)**
810 7th Ave., NYC 10019
PROD: Curtis Mayfield c/o Curtom
5915 N. Lincoln Ave., Chicago 60659
PUB: Curtom Publ.—BMI
c/o Curtom
WRITER: Curtis Mayfield
FLIP: Underground

#86
**Use Me (3:46)**
**Bill Withers—Sussex 241 (Dist: Buddah)**
810 7th Ave., NYC 10019
PROD: Bill Withers with R. Jackson, J. Gadson, M. Dunlap and B. Blackman
c/o Sussex
PUB: Interior Music—BMI
6430 Sunset Blvd., Hollywood 90028
WRITER: Bill Withers
FLIP: Let Me In Your Life

#88
**Tight Rope (2:59)**
**Leon Russell—Shelter 7325 (Dist: Capitol)**
1750 N. Vine St., Hollywood 90028
PROD: Denny Cordell & Leon Russell
5112 Hollywood Blvd., LA
PUB: Skyhill Publ. Co., Inc.—BMI
5112 Hollywood Blvd., LA
WRITER: Leon Russell
FLIP: This Masquerade

#96
**That's The Way God Planned It (3:22)**
**Billy Preston—Apple 1808**
1700 B'way, NYC
PROD: George Harrison
c/o Apple
PUB: Apple Music Publ. Co., Inc.—ASCAP
c/o Apple
WRITER: Billy Preston
FLIP: What About You

#97
**A Sunday Kind Of Love (2:51)**
**Lenny Welch—Atco 6894**
1841 B'way, NYC
PROD: Hank Medreff, Dave Appell & The Tokens
c/o Atco
Leeds Music Corp.—ASCAP
445 Park Ave., NYC 10022
WRITERS: B. Belle, L. Prima, A. Leonard & S. Rhodes
ARR: Thom Bell
FLIP: I Wish You Could Know Me

#98
**Feel Alright (2:33)**
**Cargo—Ardent ADA 2901 (Dist: Stax)**
c/o 926 E. McLemar, Memphis
PROD: Terry Manning & Cargo
c/o Ardent
PUB: Koala/Birdees—ASCAP
c/o Ardent
WRITER: Tommy Richard
FLIP: Tokyo Love

#99
**Jackie Wilson Said (2:56)**
**Van Morrison—WB 7616**
4000 Warner Blvd., Burbank 91505
PROD: Produced by Van Morrison for Caladonia Pdtn's, Inc
6922 Hollywood Blvd., Suite 704, LA
PUB: Caladonia Soul Music (div. of Caladonia Pdtn's, Inc.) ASCAP & WB Music Corp.
WRITER: Van Morrison
FLIP: You've Got The Power

#100
**It's Too Late (2:30)**
**Bill Deal & The Rhondels—Buddah 318**
810 7th Ave., NYC
PROD: Bill Deal
c/o Buddah
PUB: Screen Gems/Col—BMI
711 Fifth Ave., NYC 10022
WRITERS: Carol King & T. Stern
FLIP: So What If It Rains

## VITAL CORRECTIONS

August 5 Issue—#92 Goodbye Again
Correct Address:
Cherry Lane Music Co.
150 School St., Yonkers, NY 10701
August 12 Issue—#61 Play Me
Correct Publisher:
Prophet Music
c/o David Rosner
527 Madison Ave., NYC 10022

## Picks of the Week

**ROD STEWART** (Mercury 73330)
**You Wear It Well** (4:21) (3 Bridges/H. G., ASCAP—R. Stewart, M. Quittenton)
Flyin' fiddle highlights the instrumentation on this "Maggie Mae"-like outing that should put Rod back on top. He wears it like he sings it. Flip: "True Blue" (3:28) (3 Bridges/WB, ASCAP—R. Stewart, R. Wood)

**SIMON & GARFUNKEL** (Columbia 45663)
**For Emily, Whenever I May Find Her** (2:25) (Charing Cross, BMI—P. Simon)
**America** (3:23) (same credits)
From their #1 LP, "A" side is a shimmering live version of one of their biggest tracks never before released as a plug side. On this "B" side, they've released their definitive song of our country and times. Should be as huge as they always have been in the past.

**DAVID CASSIDY** (Bell 260)
**Rock Me Baby** (2:14) (Pocketful Of Tunes/BMI, Every Little Tune/ASCAP—J. Cymbal, P. Clinger)
First the Rolling Stone centerfold and now this! No doubt, this is the Cassidy single even FM rockers will play. They'll have to. David is now a full-fledged rock 'n roller. Rock on! Flip: "Two Time Loser" (3:03) (Ru-Da, ASCAP—D. Cassidy)

**EAGLES** (Asylum 11008)
**Witchy Woman** (3:53) (Kicking Bear/Benchmark, ASCAP—D. Henley, B. Leadon)
Not about to "Take It Easy" in the literal sense after their chart breakthrough, the group finds a new mood here, midway between Redbone and CSN&Y. Distinctive harmony power. Flip: no info. available

**GODSPELL** (Bell 240)
**We Beseech Thee** (3:30) (New Cadenza/Valando, ASCAP—S. Schwartz)
The original cast's follow-up to their Top 10 "Day By Day." Should prove that the first show troupe to enjoy a hit single shall also be the first to make it two in a row. Flip: "On The Willows" (2:57) (same credits)

**BOBBY GOLDSBORO** (United Artists 50938)
**With Pen In Hand** (3:27) (Detail, BMI—B. Goldsboro)
Bobby's first rendering of one of his most recorded copyrights should be the right tune at the right time for him. Definitive Top 40/MOR version of a great song. Flip: no info. available

**AL GREEN** (Bell 258)
**Guilty** (2:55) (Tosted/Screen Gems-Columbia, BMI—R. Williams)
Bell has re-released an LP from Al's HotLine days, and this is the best track from it (never before released as a single). The kind of ballad that has made him so big. Flip: "Let Me Help You" (1:45) (same—P. James)

**THEM** (Parrot 365)
**Gloria** (2:38) (Bernice, BMI—V. Morrison)
Re-release of the historic cut featuring Van Morrison on vocals. It still spells out a rockin' good sound. Flip: "Bring 'Em On In" (3:44) (same credits)

**CHARLIE RICH** (Epic 10867)
**I Take It On Home** (2:48) (House Of Gold, BMI—K. O'Dell)
Kenny O'Dell tune of faithfulness in the land of temptation is the perfect vehicle to bring the non-pigeonholeable talents of Charlie Rich back to the Top 100. With country success guaranteed, there's more than enough left over to prove this one pop. A great voice coupled with a piano that doesn't quit. Flip: no info. available

**POTLIQUOR** (Janus 195)
**Waitin' For Me At The River** (2:46) (Flypaper, BMI—G. Ratzlaff)
Record has the revival sound in the moving religious sense. Expert Jim Brown/Cy Frost production features tack piano and drums aplenty. Will be their biggest to date. Flip: no info. available

**JESSE COLIN YOUNG** (Warner Bros. 7618)
**It's A Lovely Day** (2:17) (Pigfoot, ASCAP—J. Young)
Lead voice of The Youngbloods (who are still alive, well and together) returns to the solo career that first brought him acclaim. A most pleasantly airy rocker destined for nothing but the best. Flip: no info. available

**SOUTHERN FRIED** (Cream 1020)
**Put It Where You Want It** (3:10) (Four Knights, BMI—J. Sample, L. Layne)
Blue-eyed soulers move to the label to deliver the first vocal version of the Crusaders' instrumental biggie. Has a Delaney & Bonnie feel in their own brand of high gear. Flip: no info. available

**B. W. STEVENSON** (RCA 74-0778)
**On My Own** (2:42; 3:49) (Prophecy, ASCAP—Stevenson)
Exceedingly enjoyable singer-composer had a hit in many markets with his first release. This beauty should spread the good word nationally. Flip: no info. available

## Newcomer Picks

**SKYLARK** (Capitol 3378)
**What Would I Do Without You** (2:38) (Muscle Shoals, BMI—E. Shelby, P. Mitchell)
Debuting group has managed to combine the commercial best of Three Dog Night & Carpenters to come up with a sound that's a sure bet to please Top 40 ears. Flip: no info. available.

**MIKE D'ABO** (A&M 1374)
**Little Miss Understood** (4:35) (United Artists, ASCAP—M. D'Abo)
Former Manfred Mann-er and writer of Rod Stewart's "Handbags And Gladrags" hits his own bittersweet mood on his debut single. Story of a "bad" girl makes for a damn good record. Flip: no info. available

**DEBBIE TAYLOR** (Today 1510)
**No Deposit, No Return** (2:40) (Patrick Bradley, BMI—D. Jordan, P. Adams)
Soulsister in the Freyda Payne tradition won't be bottled so she overflows with appeal. Hit potential is pop as well as r&b for this great performance. Flip: "Too Sad To Tell" (2:25) (same—M. Irby Jr., T. Phillips)

## Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

**FOUR TOPS** (Motown 1210)
(It's The Way) Nature Planned It (3:35) (Stone Agate/BMI, Jobete/ASCAP—F. Wilson, P. Sawyer) Levi's in fine form on the title tune from their latest LP. So is the group, just the way they planned it. Flip: no info. available

**GROVER WASHINGTON, JR.** (Kudu 909)
No Tears, In The End (3:30) (Antisia, ASCAP—R. MacDonald, W. Salter) Guy who seems to have inherited the King Curtis legacy on a smoooth instrumental from his forthcoming LP. Flip: no info. available

**TERRY DACTYL AND THE DINOSAURS** (UK 49003)
Sea Side Shuffle (2:41) (Stainless, BMI—J. Lewis) Jonathan King's new London-distributed logo gets off the ground with an "In The Summertime"-type goodtimey sound. Flip: "Ball And Chain" (2:04) (same credits)

**JAMES GADSON** (Cream 1019)
Good Vibrations (3:15) (Butter/Pip, BMI—G. DeWitty, J. Gadson) Not the Beach Boys tune of yore, but a new pop/soul item with Chi-Lites/Stylistics fine points well-utilized in production. Flip: "Just To Love You Girl" (3:30) (same—Gadson, Green)

**JERRY ROSS SYMPOSIUM** (Motown 1209)
It Happened On A Sunday Morning (2:54) (Dick James, BMI—Arnold, Martin, Morrow) One of the strongest good music productions to be released in some time. Beautiful tune deserves to be heard. Flip: "Duck You Sucker" (3:07) (Unart, BMI—E. Morricone)

**ALLEN TOUSSAINT** (Reprise 1109)
Soul Sister (2:47) (Marsaint, BMI—A. Toussaint) Legendary founder of the La. soul sound returns to performing, this time in a Latin soul bag, a la "Hang On Sloopy." Flip: no info. available

**BOBBY JOE OTT** (Metromedia 254)
Flint River Inn (2:14) (Valando, ASCAP—J. Rhys) Newest addition to the rock revival school is a new tune in the old sax/piano raunch tradition. "Uptempo" is an understatement. Flip: no info. available

**EDDIE KENDRICKS** (Tamla 54222)
If You Let Me (3:16) (Stone Agate, BMI—F. Wilson) Easy movin' midtempo tune from his "People Hold On" LP. Could put him over the top, singles-wise with play. Flip: no info. available

**GRAVEL** (Columbia 45665)
Lonely Together (3:12) (Full House/April, ASCAP—D. Hanner) Idealized romance told the way it really is. Given exposure, the lyrics on this one will really hit home. Flip: no info. available

**TEDD PHILLIPS & ORCH.** (Beverly Hills 9380)
Laura's Tune (1:57) (E. H. Morris, ASCAP—A. Trace, L. Abrams, G. Wagner) Light instrumental from "Alley Cat" alley. Vocal frosting tops it all off. Fun! Flip: "Tantalizing Melody" (1:28) (Brandom, ASCAP—A. & B. Trace, P. Hettel)

**MARK RADICE** (Paramount 0170)
Hey, My Love (2:59) (Famous, ASCAP—M. Radice) Singer-composer lilts through a beauty of a debut item. With airplay, his talent will be nationally recognized. Flip: "Your Love Is Like Fire" (2:49) (same credits)

**PERCY SLEDGE** (Atlantic 2886)
Sunday Brother (2:55) (Quinvy, BMI—Quillen, Smith) Song about folks who are not all that "nice" could be the one to bring this soul king back where he belongs. Flip: no info. available

**GLASS HARP** (Decca 32995)
La De Da (3:10) (Archaball, AS—D. Pecchio) A fresh frolic in a mellower mood than the oldie of the same name by Billie & Lillie. The group's most pop-oriented side to date. Flip: no info. available

**SPARROW** (Spark 06)
I'm Coming Back (2:35) (Southern, ASCAP—W. D. Sparrow) Quartet has an infectious rocker here for their second release on the label. Moves along nicely. Flip: "Dream Song" (2:48) (same credits)

**ENGLAND DAN and JOHN FORD COLEY** (A&M 1369)
Free The People (2:20) (Cold Zinc, BMI—E. Dan & J. Coley) Duo brings out their commercial side on this upbeat save-the-worlder. People power comes in pairs. Flip: no info. available

**JAMES ROBERT AMBROSE** (Hopi 101)
Brand New Sunny Day (2:49) (Modo, BMI—J. Ambrose) Orchestrated folk-rocker, the kind of thing MORs usually bring to the attention of Top 40s. Flip: no info. available

**RAY ANTHONY** (Aero Space 7007)
A-Non-Ni-Mo Veneziano (2:14) (E. B. Marks, BMI—S. Cipriani, N. Newell) Ray's horn mellows a "Love Story" type theme as a big band with moog provides contemporary support. Strong MOR entry. Flip: "Dreamtime For Jedda" (2:32) (Moonlight, BMI—R. Anthony, D. Simpson)

**TIM BUCKLEY** (Warner Bros. 7623)
Move With Me (3:35) (Third Story/BMI, Far Out/ASCAP—T. Buckley, J. Goldstein) A taste from his forthcoming LP in which Tim returns to a more verbal yet distinctively rockin' approach. FMs will jump for joy. Flip: no info. available

**NAVASOTA** (ABC 11332)
That's How It Is (Playing In A Rock & Roll Band) (2:55) (Trousdale/Color Whirl, BMI—R. Sony L. & G. Minter et al) Hard drivin' rocker is the group's single debut to shake friends and influence people. Flip: no info. available

**MARGIE JOSEPH** (Atlantic 2907)
Let's Go Somewhere And Love (3:00) (Unart, BMI—K. Odell) Sandy Posey's country hit gets souled and funked by the newly signed belter. Could prove a sleeper. Flip: "Born To Wander" (3:07) (Stein & Van Stock, ASCAP—T. Bird)

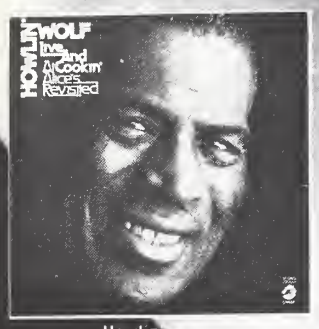
**THE UNIQUES** (Paramount 0172)
Will You Love Me Tomorrow (3:39) (Screen Gems-Columbia, BMI—C. King, G. Goffin) Shirelles biggie gets a gutsy male reading that could see it charted again. Flip: "I Am A Gemini" (2:37) (Al Gallico, BMI — Stampley)

**FIVE DOLLAR SHOES** (Neighborhood 4203)
Rain Train (3:34) (Neighborhood, ASCAP—M. Millius, T. Graves) Gravel-voiced lead is blended with a sweet choir and the result is a sound that could put these shoes on lots of people's feet. Flip: "Love Song" (2:36) (same—Millius, G. Diamond)

**JOE WILLIAMS** (Temponic 100)
God Bless You (2:20) (Temponic, ASCAP—B. Friedman) The kind of ballad you don't hear too often anymore. Should give good music programmers reason to rejoice. Flip: "Love Is A Feeling" (3:35) (same credits)

# The rhythm of the sisters and the blues of the brothers make gentle sounds of life that help us love one another.

London Ch... Sessions
CH ...




Howlin
Live And Cookin' At A...
CH 50015

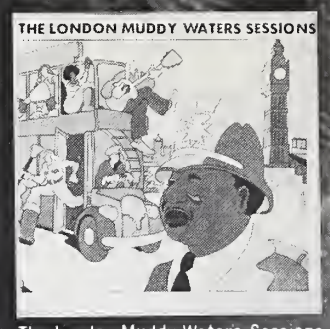
Bo Diddley/Where It All Began
CH 50016

Chicago Blues Anthology
2CH 60012

Terry Callier/What Color Is Love
CA 50019

Jack McDuff/The Heatin' System
2CA 60017

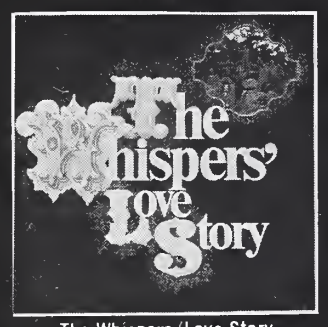
CHESS T.M.




The London Muddy Waters Sessions
CH 60013

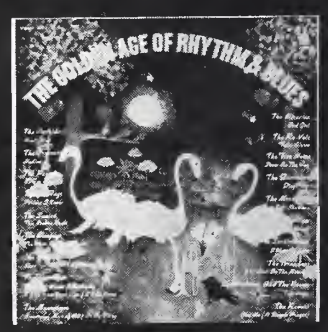
The London Howlin' Wolf Sessions
CH 60008

The Dells Sing
Dionne Warwicke's Greatest Hits
CA 50017




The Whispers/Love Story
JLS 3041

Kenny Burrell/Cool Cookin'
2CA 60019




The Golden Age Of Rhythm & Blues
2CH 50030

JANUS RECORDS

Chess/Janus Records, A Division of GRT Corporation, 1301 Avenue of the Americas, New York, N.Y. 10019. Also available on GRT 8-Track Cartridges and Cassettes.

# Cash Box Top 100 Albums

| | | | |
|---|---|---|---|
| 1 | SIMON & GARFUNKEL'S GREATEST HITS (Columbia KC 31350) (CT/CS 31350) | 2 | |
| 2 | SCHOOL'S OUT ALICE COOPER (BS 2623) (L8/L5 2623) | 3 | |
| 3 | CHICAGO V (Columbia KC 31102) (CT/CS 31102) | 4 | |
| 4 | HONKY CHATEAU ELTON JOHN (UNI 93135) | 1 | |
| 5 | A SONG FOR YOU CARPENTERS (A&M SP 3511) (8T/CS 3511) | 7 | |
| 6 | BIG BAMBU CHEECH & CHONG (Ode SP 77014) (8T/CS 77014) | 8 | |
| 7 | EXILE ON MAIN STREET ROLLING STONES (Rolling Stone 2-2900) (TP/CS 2-2900) | 6 | |
| 8 | MOODS NEIL DIAMOND (Uni 93136) | 11 | |
| 9 | ELVIS AT MADISON SQUARE GARDEN (RCA LSP 4776) | 10 | |
| 10 | LOOKIN' THROUGH THE WINDOWS JACKSON 5 (Motown M 750 L) (M8 1750) (M75 750) | 9 | |
| 11 | CARLOS SANTANA & BUDDY MILES! LIVE! (Columbia KC 31308) (CS/CT 31308) | 12 | |
| 12 | STILL BILL BILL WITHERS (Sussex SXBS 7014) | 5 | |
| 13 | THICK AS A BRICK JETHRO TULL (Reprise MS 2072) | 13 | |
| 14 | CARNEY LEON RUSSELL (Shelter SW 8911) (8XW/4XW 8911) | 16 | |
| 15 | TRILOGY EMERSON, LAKE & PALMER (Cotillion 5D 9903) (TP/CS 9903) | 19 | |
| 16 | PROCOL HARUM LIVE WITH THE EDMONTON SYMP. ORCH. (A&M SP 4335) (8T/CS 4339) | 15 | |
| 17 | NEVER A DULL MOMENT ROD STEWART (Mercury SRM-1-646) (MC-8-1-646) (MCR-4-1-646) | 23 | |
| 18 | SON OF SCHMILSSON HARRY NILSSON (RCA 4717) (P8S/PK 1954) | 21 | |
| 19 | ROBERTA FLACK & DONNY HATHAWAY (Atlantic SD 7216) (TP 7216) (CS 7216) | 14 | |
| 20 | SEVEN SEPARATE FOOLS 3 DOG NIGHT (Dunhill DSD 50118) (8/5 50118) | 30 | |
| 21 | AMAZING GRACE ARETHA FRANKLIN (Atlantic SD 2-906) (TP/CS 2-906) | 17 | |
| 22 | EAGLES (Asylum SD 5054) (TP/CS 5054) | 20 | |
| 23 | AMAZING GRACE ROYAL SCOTS DRAGOON GUARDS (RCA LSP 4744) (P8S/PK 2008) | 22 | |
| 24 | DADDY DON'T YOU WALK SO FAST WAYNE NEWTON (Chelsea CHE 1001) (P8CE/PKCE 1001) | 33 | |
| 25 | DISTANT LIGHT HOLLIES (Epic KE 30758) | 31 | |
| 26 | THE LAST DAYS OF THE FILMORE VARIOUS ARTISTS (Epic 3X 31390) (W.B. C-5/C-8 2637) | 29 | |
| 27 | GODSPELL ORIGINAL CAST (Bell 1102) (8/5 1102) | 28 | |
| 28 | THE OSMONDS LIVE (MGM 2SE-4826) | 18 | |
| 29 | HARVEST NEIL YOUNG (Reprise MS 2032) (8-2032) (5-2032) | 25 | |
| 30 | SOMETIME IN NEW YORK CITY John & Yoko/Plastic Ono Band/Elephant's Memory (Apple SUBB 3392) (8XT/4XT 3392) | 26 | |
| 31 | HISTORY OF ERIC CLAPTON (Atco 2-802) (TP 2-802) (CS 2-802) | 27 | |
| 32 | TOO YOUNG DONNY OSMOND (MGM SE 4584) | 42 | |
| 33 | THE LONDON CHUCK BERRY SESSIONS (Chess CH 60020) | 40 | |
| 34 | DEMONS & WIZARDS URIAH HEEP (Mercury SRM 1-630) | 37 | |
| 35 | YOU DON'T MESS AROUND WITH JIM JIM CROCE (ABC X 756) (8/5 756) | 38 | |
| 36 | FIRST TAKE ROBERTA FLACK (Atlantic SD-8230) (TP/CS 8230) | 24 | |
| 37 | OBSCURED BY CLOUDS PINK FLOYD (Harvest ST 11078) (8XT/4XT 11078) | 39 | |
| 38 | JOPLIN IN CONCERT JANIS JOPLIN (Columbia C 2X31160) | 32 | |
| 39 | LAYLA DEREK & DOMINOS (Atco SD 2-704) (TP/CS 1-704) | 34 | |
| 40 | ALL TOGETHER NOW ARGENT (Epic KE 31556) | 48 | |
| 41 | EAT A PEACH ALLMAN BROS. BAND (Capricorn 2 CP 0102) (8/5 0102) | 36 | |
| 42 | BUMP CITY TOWER OF POWER (Warner Bros. BS 2616) | 46 | |
| 43 | MUSIC OF MY MIND STEVIE WONDER (Tamla 314) | 43 | |
| 44 | FLASH (Capitol SMAS 11040) (8XT/11040) | 47 | |
| 45 | HIMSELF GILBERT O'SULLIVAN (Mam 4) (Dist: London) | 56 | |
| 46 | DONNY HATHAWAY LIVE (Atco SD 33-386) (TP/OS 33-386) | 49 | |
| 47 | SAINT DOMINIC'S PREVIEW VAN MORRISON (W.B. BS 2633) (M8/M5 2633) | 57 | |
| 48 | UNDERSTANDING BOBBY WOMACK (United Artists UAS 5577) | 52 | |
| 49 | BLOODROCK LIVE (Capitol SVBB 11038) (8XT/4XT 11033) | 50 | |
| 50 | THERE IT IS JAMES BROWN (Polydor PD 5028) | 53 | |
| 51 | SUPER FLY CURTIS MAYFIELD—Original Motion Picture Soundtrack (Curtom CR8 8014) | 68 | |
| 52 | HOT ROCKS 1964-1971 ROLLING STONES (London 2 PS 606/7) | 58 | |
| 53 | LOOKING GLASS (Epic KE 31320) | 61 | |
| 54 | LONG JOHN SILVER JEFFERSON AIRPLANE (Grunt FTR 1007) | 69 | |
| 55 | BROTHER, BROTHER, BROTHER THE ISLEYS (T-Neck TNS 3009) | 66 | |
| 56 | HOW DO YOU DO MOUTH & MacNEAL (Phillips 700-000) | 59 | |
| 57 | LET'S STAY TOGETHER AL GREEN (HI SHL 32070) | 51 | |
| 58 | I WROTE A SIMPLE SONG BILLY PRESTON (A&M 3507) (8T 3507) (CS 3507) | 41 | |
| 59 | CLOSE UP TOM JONES (Parrot XPAS 71055) | 45 | |
| 60 | TAPESTRY CAROLE KING (Ode 77009) | 62 | |
| 61 | PORTRAIT OF DONNY DONNY OSMOND (MGM SSE-4820) | 35 | |
| 62 | FULL CIRCLE DOORS (Elektra EKS 75038) (ET 85038) (TC 55038) | 75 | |
| 63 | COLORS OF THE DAY JUDY COLLINS (Elektra SKS 75030) | 44 | |
| 64 | A LONELY MAN CHI-LITES (Brunswick 754179) | 55 | |
| 65 | HAPPIEST GIRL IN THE WHOLE U.S.A. DONNA FARGO (Dot DOS 26000) (Dist: Famous) | 73 | |
| 66 | FOXY LADY CHER (Kapp KRS 5514) | 77 | |
| 67 | ACE BOB WEIR (Warner Bros. 2627) (M8/M5 2627) | 54 | |
| 68 | IT'S JUST BEGUN JIMMY CASTOR BUNCH (RCA) LSP 4640) (P8F 1888) | 60 | |
| 69 | CRUSADER I (Blue Thumb BTS 6001) | 70 | |
| 70 | MANASSAS STEPHEN STILLS (Atlantic SD 2-903-0996) | 64 | |
| 71 | SAMMY DAVIS JR. NOW (MGM SE 4832) | 63 | |
| 72 | PET SOUNDS/CARL & THE PASSIONS—SO TOUGH BEACH BOYS (Reprise 2MS 2083) (2L8/2L5 2083) | 74 | |
| 73 | SOUL ZODIAC NAT ADDERLEY SEXTET (Capitol SVBB 11025) (8XT/4XT 11025) | 79 | |
| 74 | JEFF BECK GROUP (Epic KE 31331) (EA/ET 31331) | | |
| 75 | TEASER AND THE FIRE CAT CAT STEVENS (A&M SP 4313) (8T 4313) (CS 4313) | 80 | |
| 76 | BEALTITUDE: RESPECT YOURSELF STAPLE SINGERS (Stax STS 3002) | 65 | |
| 77 | AMERICA (Warner Bros. GS 2576) (8-2576) (5-2576) | 71 | |
| 78 | THE SLIDER T. REX (Reprise 2095) | — | |
| 79 | THE GODFATHER ORIGINAL SOUNDTRACK (Paramount PAS 1003) (PA8/PAC 1003) | 83 | |
| 80 | CORNELIUS BROTHERS & SISTER ROSE (United Artists UAS 5568) | 90 | |
| 81 | GRAHAM NASH & DAVID CROSBY (Atlantic SD 7-220) (TP 7-220) (CS 7-220) | 78 | |
| 82 | MARK, DON & MEL 1969-71 GRAND FUNK RAILROAD (Capitol SABB 11402) (P8S/PK 1932) | 84 | |
| 83 | UPENDO NI PAMOJA THE RAMSEY LEWIS TRIO (Columbia KC 31096) (CT/CS 31096) | 89 | |
| 84 | THE RISE & FALL OF ZIGGY STARDUST & THE SPIDERS FROM MARS DAVID BOWIE (RCA LSP 4702) (P8S/PK 1932) | 85 | |
| 85 | SMOKIN' HUMBLE PIE (A&M SP 4342) (8T/CT 4342) | 82 | |
| 86 | COME FROM THE SHADOWS JOAN BAEZ (A&M SP 4339) (8T/CS 4339) | 92 | |
| 87 | MOVE ALONG GRASS ROOTS (Dunhill DSX 50112) (8/5 50112) | 87 | |
| 88 | ALL DAY MUSIC WAR (United Artists UAS 5546) | 81 | |
| 89 | LOVE THEME FROM "THE GODFATHER" ANDY WILLIAMS (Columbia KC 31303) | 86 | |
| 90 | BEGINNINGS RICK SPRINGFIELD (Capitol 11047) (8XT/4XT 11047) | 101 | |
| 91 | JAZZ BLUES FUSION JOHN MAYALL (Polydor PD 5027) | 76 | |
| 92 | PAUL SIMON (Columbia KC 30750) (CA 30750) (CT 30750) | 88 | |
| 93 | MESSAGE FROM THE PEOPLE RAY CHARLES (ABC 755) (8/5 755) | 91 | |
| 94 | DR. HOOK & THE MEDICINE SHOW (Columbia KC 30898) (CA 30898) (ST 30898) | 93 | |
| 95 | MANDRILL IS (Polydor 5025) (8F 5025) (4F 5025) | 97 | |
| 96 | SEALED WITH A KISS BOBBY VINTON (Epic KE 31642) (EA/ET 31642) | 102 | |
| 97 | FRAGILE YES (Atlantic SD 7211) (TP 7211) (CS 7211) | 98 | |
| 98 | BABY I'M A WANT YOU BREAD (Elektra EKS 75015) (8T 5014) (5-5014) | 94 | |
| 99 | SOUL CLASSICS JAMES BROWN (Polydor SC-5401) | 95 | |
| 100 | MEET THE BRADY BUNCH (Paramount 6032) | 99 | |

# CashBox TOP 100 Albums

## 101 TO 150

| | | | |
|---|---|---|---|
| 101 | HOBO'S LULLABY | ARLO GUTHRIE (Reprise MS 2060) | 111 |
| 102 | RASPBERRIES | (Capitol & SK 11036) (8XT/4XT 11036) | 110 |
| 103 | IF AN ANGEL CAME TO SEE YOU, WOULD YOU MAKE HER FEEL AT HOME | BLACK OAK ARKANSAS (Atco SD 7008) | 103 |
| 104 | REST IN PEACE | STEPPENWOLF (Dunhill DSX 50124) (8/5 50124) | 87 |
| 105 | FM & AM | GEORGE CARLIN (Little David LD 7214) | 106 |
| 106 | BLESS YOUR HEART | FREDDIE HART (Capitol ST 11073) (8XT/4XT 11073) | 108 |
| 107 | SPICE OF LIFE | JERRY BUTLER (Mercury SRM 2 7502) | 109 |
| 108 | ALL TIME GREATEST HITS | JOHNNY MATHIS (Columbia KG 31345) (CS/CT 31345) | 115 |
| 109 | POWERGLIDE | NEW RIDERS OF THE PURPLE SAGE (Columbia KC 31284) | 96 |
| 110 | THE CONCERT FOR BANGLA DESH | VARIOUS ARTISTS (Apple STCX 3385) (CAX 31230) (ZXT 31230) | 113 |
| 111 | SOMETHING/ANYTHING | TODD RUNGREN (Bearsville 2066) (8/5 2066) | 114 |
| 112 | PEOPLE HOLD ON | EDDIE KENDRICKS (Tamla T 315L) (T8 1315) (T75 3157) | 107 |
| 113 | I GOTCHA | JOE TEX (Dial DL602) (DC8-6002) (DCR4-6002) | 114 |
| 114 | MACHINE HEAD | DEEP PURPLE (WB BS 2607) (8-2607) (5-2607) | 121 |
| 115 | JERMAINE | JERMAINE JACKSON (Motown M 752 L) | 139 |
| 116 | THE STYLISTICS | (Avco AV 33023) | 122 |
| 117 | EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT THE GODFATHER | THE CRAZY GANG (Columbia KC 31608) (CT/CS 31608) | 123 |
| 118 | THE ROAD GOES EVER ON | MOUNTAIN (Windfall 5502) | 119 |
| 119 | MARDI GRAS | CREEDENCE CLEARWATER REVIVAL (Fantasy 9404) | 104 |
| 120 | NILSSON SCHMILSSON | (RCA LSP 4615) (P8S 1734) (PK 1734) | 124 |
| 121 | CHEECH & CHONG | (Ode 77010) (8XT 77010) (CS 77010) | 125 |
| 122 | MOTORCYCLE MAMA | SAILCAT (Elektra EKS 75029) | — |
| 123 | SHAFT | ORIGINAL SOUNDTRACK (Enterprise & MGM) (EN 2-5002) (ENC 2-6002) | 127 |
| 124 | NICE TO BE WITH YOU | GALLERY (Sussex SXB 7017) | 137 |
| 125 | CABARET | ORIGINAL SOUNDTRACK (ABC ABCD 752) (085-1049) (OK 1049) | 129 |
| 126 | LIGHTHOUSE LIVE | (Evolution 3014) (Dist: Stereo Dimension) | 131 |
| 127 | AMERICA EATS ITS YOUNG | FUNKADELIC (Westbound 2WB 2020) | 105 |
| 128 | SANFORD & SON | REDD FOXX & DESMOND WILSON (RCA LPM 4739) | 128 |
| 129 | ALL DIRECTIONS | TEMPTATIONS (Gordy G962) | — |
| 130 | THE FIRST TIME EVER (I SAW YOUR FACE) | JOHNNY MATHIS (Columbia KC 31342) (CT/CS 31342) | 120 |
| 131 | REMEMBERING YOU | CARROLL O'CONNOR (A&M SP 4340) (8T/CS 4340) | 112 |
| 132 | KILLER | ALICE COOPER (Warner Bros. 2567) (8-2567) (5-2567) | 133 |
| 133 | TELL ME THIS IS A DREAM | DELPHONICS (Philly Groove 1154) | 141 |
| 134 | NIGHT IS STILL YOUNG | SHA NA NA (Kama Sutra KSBS 2050) | 134 |
| 135 | THE BEST OF JERRY REED | (RCA LSP 4729) (P8S/PK 4729) | 118 |
| 136 | IN TIME | ENGELBERT HUMPERDINCK (Parrot XPAS 71056) | — |
| 137 | BLUE RIVER | ERIC ANDERSEN (Columbia KC 31355) (CS/CT 31335) | 138 |
| 138 | ELVIS SINGS HITS FROM HIS MOVIE | ELVIS PRESLEY (Camden CAS 2567) | 126 |
| 139 | THAT'S THE WAY | BILLY PRESTON (Apple ST 3359) (8XT/4XT 3359) | 142 |
| 140 | CAPTAIN BEYOND | (Capricorn CP 0105) (M8/M5 0105) | 143 |
| 141 | ROY CLARK COUNTRY! | (Dot DOS 25997) | 147 |
| 142 | SMOKIN' O.P.'S | BOB SEGER/SKIP KNAPE (Palladium P 1006) | 146 |
| 143 | FRANK SINATRA'S GREATEST HITS, VOL. 2 | (Reprise PS 1034) (M8/M5 1034) | 116 |
| 144 | NATURALLY . . . | J. J. CALE (Shelter SW 8907) | 117 |
| 145 | INDIVIDUALLY & COLLECTIVELY | THE 5TH DIMENSION (Bell 6073) (8/5 6073) | 134 |
| 146 | GRAVE NEW WORLD | STRAWBS (A&M SP 4344) | 149 |
| 147 | FABULOUS RHINESTONES | (Just Sunshine JJS 1) | — |
| 148 | MUSIC | CAROLE KING (Ode 77013) (8T 7013) (CS 77013) | 140 |
| 149 | HARD ATTACK | DUST (Kama Sutra KSBS 2059) | — |
| 150 | LONESOMEST LONESOME | RAY PRICE (Columbia KCP 31546) | 148 |

# CashBox R & B TOP 60

| | | | |
|---|---|---|---|
| 1 | I'M STILL IN LOVE WITH YOU | Al Green (Hi 2216) (Dist: London) | 3 |
| 2 | POP THAT THANG | Isley Bros. (T-Neck 935) (Dist: Buddah) | 5 |
| 3 | BACK STABBERS | O'Jays (Phila. International 357) (Dist: Epic) | 6 |
| 4 | I MISS YOU | Harold Melvin & Blue Notes (Phil. Int'l 3516) (Dist: Epic) | 1 |
| 5 | POWER OF LOVE | Joe Simon (Spring 128) (Dist: Polydor) | 10 |
| 6 | WHERE IS THE LOVE | Roberta Flack & Donny Hathaway (Atlantic 2879) | 2 |
| 7 | IF LOVING YOU IS WRONG | Luther Ingram (Koko 2111) (Dist: Stax) | 4 |
| 8 | ZING WENT THE STRINGS OF MY HEART | Trammps (Buddah 306) | 14 |
| 9 | TOO LATE TO TURN BACK NOW | Cornelius Bros. & Sister Rose (U.A. 50910) | 7 |
| 10 | BABY LET ME TAKE YOU (IN MY ARMS) | Detroit Emeralds (Westbound 203) | 11 |
| 11 | IN THE GHETTO | Candi Staton (Fame 91000) (Dist: U.A.) | 13 |
| 12 | HONKY TONK—PART 1 | James Brown-Soul Train (Polydor 14129) | 9 |
| 13 | I COULD NEVER BE HAPPY | Emotions (Volt 40983) (Dist: Stax) | 16 |
| 14 | EVERYBODY PLAYS THE FOOL | Main Ingredient (RCA 0731) | 18 |
| 15 | LEAN ON ME | Bill Withers (Sussex 235) (Dist: Buddah) | 12 |
| 16 | THIS WORLD | Staple Singers (Stax 137) | 22 |
| 17 | I WANNA BE WHERE YOU ARE | Michael Jackson (Motown 1202) | 8 |
| 18 | MY MAN, A SWEET MAN | Millie Jackson (Spring 127) (Dist: Polydor) | 23 |
| 19 | PUT IT WHERE YOU WANT IT | Crusaders (Blue Thumb 208) (Dist: Famous) | 20 |
| 20 | THE COLDEST DAYS OF MY LIFE | Chi-Lites (Brunswick 55478) | 19 |
| 21 | SLIPPIN' INTO DARKNESS | Ramsey Lewis (Columbia 634) | 28 |
| 22 | OUTA SPACE | Billy Preston (A&M 1320) | 21 |
| 23 | SITTING ON A TIME BOMB | Honey Cone (Hot Wax 7205) (Dist: Buddah) | 25 |
| 24 | GOOD FOOT—PART 1 | James Brown (Polydor 14139) | 37 |
| 25 | STARTING ALL OVER AGAIN | Mel & Tim (Stax 127) | 27 |
| 26 | CLOSE TO YOU | Jerry Butler & Brenda Lee Eager (Mercury 73301) | 31 |
| 27 | WE'VE COME TOO FAR TO END IT NOW | Smokey Robinson & The Miracles (Tamla 54220) (Dist: Motown) | 15 |
| 28 | RIP OFF | Laura Lee (Hot Wax 7204) (Dist: Buddah) | 17 |
| 29 | STORIES?? | Chakachas (Avco 4596) | 30 |
| 30 | TOAST TO THE FOOL | Dramatics (Volt 1206) | 34 |
| 31 | HOW COULD I LET YOU GET AWAY | Spinners (Atlantic 2904) | 42 |
| 32 | LOOKIN' THROUGH THE WINDOW | Jackson 5 (Motown 1205) | 29 |
| 33 | THINK | Lyn Collins (People 608) (Dist: Polydor) | 38 |
| 34 | TOUCHING ME | Ovations (Sounds of Memphis 708) (Dist: MGM) | 35 |
| 35 | DING-A-LING | Chuck Berry (Chess 2131) | 45 |
| 36 | TELL ME THIS IS A DREAM | Delphonics (Philly Groove 172) | 26 |
| 37 | WE THE PEOPLE—PART 1 | Soul Searchers (Sussex 236) | 42 |
| 38 | WOMAN DON'T GO ASTRAY | King Floyd (Chimneyville 443) | 47 |
| 39 | LOVE, LOVE, LOVE | J. R. Bailey (Toy 3801) (Dist: Neighborhood) | 36 |
| 40 | WALK ON BY | Dells (Cadet 5691) | 40 |
| 41 | SOMEBODY'S ON YOUR CASE | Ann Peebles (Hi 2219) (Dist: London) | 46 |
| 42 | WHOLY HOLY | Aretha Frankin—Atlantic 2901 | — |
| 43 | TROGLODYTE (CAVE MAN) | Jimmy Castor Bunch (RCA 48-1029) | 24 |
| 44 | WHATEVER TURNS YOU ON | Travis Wammock (Fame 91001) | 49 |
| 45 | SECOND CHANCE | Z. Z. Hill (Mankind 12012) (Dist: Nashboro) | 44 |
| 46 | DON'T TAKE MY KINDNESS FOR WEAKNESS | Soul Children (Stax 132) | 50 |
| 47 | SWEET CAROLINE | Bobby Womack & Perce—U.A. 50946 | — |
| 48 | I DON'T WANT TO DO WRONG | Love, Peace & Happiness (RCA 0740) | 53 |
| 49 | I'LL PLAY THE BLUES | Albert King (Stax 135) | 52 |
| 50 | BREAD BOX OF LOVE | Ted Taylor (Ronn) | 54 |
| 51 | JUST BECAUSE HE WANTS TO MAKE LOVE | Moments (Stang 5041) | 48 |
| 52 | GUESS WHO | B. B. King (ABC 11330) | 59 |
| 53 | SCHOOL OF LOVE | Tommy Tate (Koko 212) (Dist: Stax) | 56 |
| 54 | OPEN HOUSE AT MY HOUSE | Little Johnny Taylor—Ronn 64 | — |
| 55 | FOOL'S PARADISE | Sylvers (Pride 1001) (Dist: MGM) | — |
| 56 | I'LL FIND A WAY | Back Ivory (Today 1511) | 55 |
| 57 | BABY I NEED YOUR LOVING | Geraldine Hunt (Roulette 7129) | 57 |
| 58 | I'M LIVING A LIE | Barbara Jean English (Alithia 6040) | 60 |
| 59 | SLOW MOTION | Johnny Williams—Phila. Int'l 3518 (Dist: Epic) | — |
| 60 | (IT'S THE WAY) NATURE PLANNED IT | 4 Tops (Motown 1210) | — |

## Col SQ: 2 More Licensees

NEW YORK—Columbia Records announced the addition of two new SQ licensees with the signing of H. H. Scott and Telex Corp. This brings the total number of consumer audio equipment brands in the SQ family to 40. These 40 brands are estimated to account for well over 60% of all stereo equipment sold in the U.S.

H. H. Scott, Inc. (Maynard, Mass.) is a long established pioneer and leader in the design, development and manufacture of high fidelity components and systems. The Telex Corp. (Minneapolis, Minnesota) and its wholly owned subsidiary, Waters Conley Co., Inc. are manufacturers and marketers of a broad line of popular-priced audio components and systems which are sold under the Telex brand and many private labels.

At Columbia Records' July convention in London, over 800 attendees heard a presentation of future SQ programs and plans. During the convention, Columbia's SQ team held conferences with many U.K. based audio manufacturers who are anxious to begin their entry into quad with SQ products. Benjamin Bauer, vice president of CBS Laboratories, announced that "excellent" progress has been made by Motorola in the development of the full logic integrated circuit system and that manufacturers could expect to have the SQ logic IC's well before the end of the year.

GOLDEN GARDEN—Elvis Presley receives his latest gold album award from RCA Records executive George Parkhill in his dressing room during a rehearsal break for his opening show at the Las Vegas Hilton, his sixth appearance there. The album, "Elvis As Recorded At Madison Square Garden," was recorded live at his Garden evening show on June 10, 1972, and released in stores a few days later. RIAA-certified award represents sales in excess of one million dollars.

## Bowie Promo Transfers

NEW YORK — An aspect of RCA Records' promotion for David Bowie includes the distribution of Ziggy Stardust skin transfers.

Ziggy Stardust, refers to Bowie's latest RCA album, "The Rise and Fall of Ziggy Stardust and the Spiders From Mars."

The skin transfers, sometimes called cockamamies, depict various characters that Bowie has created in the songs from the album. They are applied to any area of the body simply by soaking them in water and transferring to the skin.

Bowie is scheduled to begin his first U.S. tour in Sept. with a date in Cleveland on the 22nd. Other dates on the tour will include Memphis, New York, Washington, D.C., Chicago, Santa Monica, Boston and Detroit. Other dates on the itinerary are still pending.

## Quadraphonic's Talent Search

MIAMI — Quadraphonic Studio Complex, Inc., a North Miami based independent recording company, has launched a new nationwide search for talent program. Led by Jack P. Bluestein, secretary-treasurer of Quadraphonic; and assisted by Lorraine Tetrault, Quadraphonic has already uncovered recording talents in Orlando, Tampa, Daytona Beach in Florida; in Atlanta, Georgia; in Hartford, Conn.; and in Boston, Springfield and Chicopee, Mass.

Such recording artists as Prophet James Rozier (now with Columbia); Rajchel, (on Quadrant); Ron and Barry, otherwise known as "Beaux Jam", (Quadrant); Bill Powers, (Quadrant); Ron D'allesandro, (Quadrant); Ennis Jacobs, (Quadrant); Steve Lee (Quadrant); Chris Cortez, (Quadrant); Larry Jeffries and Steve Cunningham, (soon to be with Columbia); The Mitchell Singers, (Quadrant); Early Warning System, (Quadrant); Jeff Nash and Mark Johnson, (Quadrant); and Gale Morris, (Quadrant), have all been signed and recorded by Quadraphonic.

Quadraphonic is continuing its Search For Talent program with appearances by Bluestein and Miss Tetrault scheduled for Dallas, Texas later in August.

Most recently signed to recording contracts are Claudine Madden of Atlanta, Millie Vernon of Miami, Ed Hogan of Boston; and The Garrett Sisters also from Boston.

Quadraphonic's offices are at 1175 NE 125 Street, Suite 215, North Miami, Florida but will soon move to its new studios to be built in Hollywood, Florida. Two 24-track studios with facilities for quadraphonic mixing are scheduled to be completed later this year or early 1972.

HELPING HIMSELF—Veteran jazz bandleader, Stan Kenton, has a two-LP deluxe package, "Stan Kenton Today," out on London's phase 4 stereo line, and to help give the album an extra push up the charts, Kenton himself, climbed this billboard just outside of Boston.

The concert was a recent two-night concert gig for Kenton and company in Peabody, Mass., in suburban Boston. Tie-in dealer ads were run by Jordan-Marsh stores and spots were run on Boston's WHDH radio. London's director of branch operations, Sam Trofe, said this type of continuing market-by-market merchandising effort is showing definite sales results in the various market areas.

### *CASH BOX TOP TEN HITS—August 15, 1964*

1. Everybody Loves Somebody—Dean Martin—Reprise
2. Where Did Our Love Go—Supremes—Motown
3. A Hard Day's Night—Beatles—Capitol
4. Rag Doll—Four Seasons—Philips
5. Wishin' And Hopin'—Dusty Springfield—Philips
6. Under The Boardwalk—Drifters—Atlantic
7. The Little Old Lady (From Pasadena)—Jan & Dean—Liberty
8. C'mon And Swim—Bobby Freeman—Autumn
9. Because—Dave Clark Five—Epic
10. I Wanna Love Him So Bad—Jelly Beans—Red Bird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Duke 477

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Songbird 1203

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# insight&sound

**NEW YORK—THE ROLLING STONES: A SPACE IN TIME—(PART ONE) THE ROOTS WENT IN 'FORE THE YA-YAS GOT OUT**

1964 was the year of what **Lillian Roxon** has called the "moptop imitation." The **Beatles** were bringing new life to rock, and just about everyone with a British accent who wanted to make it knew just how to do it by then. Or thought they did. Despite the fact that **The Rolling Stones'** debut single was **The Beatles'** own "I Wanna Be Your Man," and aside from a few other interesting links one has to dig deep to discover, The Stones were never ever an imitation of anything, except maybe of the kind of life and hard times that has previously been the realm of the black blues and soul singers. And quite early, that kind of "imitation" became for them another, very real thing entirely.

"I Wanna Be Your Man" never appeared on an American LP. Their debut A-side was quickly turned into a "B" side for "Not Fade Away" and never again did they "darken" the Beatles' doorsteps. From the start, their sound had a basement quality to it on disk—you could almost feel the damp and smell the funk. And though they re-interpreted many styles of black music throughout their Wonder years, they almost always kept that cellar scene going for them as an identity all their own.

On their first LP, "The Rolling Stones," all the major tracks (with the exception of "Tell Me") were borrowed blue or else on loan and converted to fit the decor. The Stones were heavily into Vee Jay gems—from **Jimmy Reed's** "Honest I Do" to **Gene Allison's** "You Can Make It If You Try." (The Reed tune is noted on the label as having been written by **Hurron & Calvert,** and this is not the first instance where there are disagreements between Stones LP credits for tunes, and the information that may be gleaned from a variety of other sources. The most striking of these being the **Jagger-Richards** claim to **Robert Pete Williams'** "Prodigal Son", on the first pressings of "Beggar's Banquet.")

**Marvin Gaye's** "Can I Get A Witness," **Rufus Thomas'** "Walkin' The Dog," **Slim Harpo's** "I'm A King Bee," **Willie Dixon's** "I Just Want To Make Love To You"—a wide variety of blues and soul to be sure. And it was this first LP that started to reveal the Stones' total commitment to **Chuck Berry.** They started out doing "Carol" and in later LPs went on to "Round And Round," "You Can't Catch Me," "Talkin' Bout You" and "Little Queenie." The only questionably-blues performance on their intial album is "Route 66," famoused by the **(Nat) King Cole Trio** in '46. As if to correct their pop excesses on this particular track, they re-did it live and funky on their "December's Children" LP.

It is on the first album that **Phil Spector** pops up playing along with **Gene Pitney** (Spector co-wrote "Little By Little" with Jagger-Richards' then nom de plume Nanker-Phelge), and also here that **Buddy Holly** becomes a blues great via their gutsy version of "Not Fade Away." On their "12 x 5" album, there is no equal of the original "Tell Me"—**Diddley, Holly** and **Lightnin' Hopkins** steals are more the general rule—but it is here that another major influence makes his appearance, **Solomon Burke** ("If You Need Me"). **Jagger** began to be obviously taken with the phrasing of this r&b under-rated giant who had to battle it out with **Wilson Pickett** for recognition (they recorded each other's tunes more than once, but Jagger's always seem to be more Burke-dominated). The Stones quickly covered the little known **Valentinos'** disk penned by **Bobby Womack,** "All Over Now" as a single and took the **Jerry Ragovoy** tune, "Time Is On My Side" away from the legacy of **Irma Thomas** quite successfully. Yet in retrospect, "Under The Broadwalk" still belongs to the **Drifters** and **Dale Hawkins'** "Suzie Q" either to its originator or to the later copy that set **Creedence Clearwater** off to such a running start.

The "Now!" LP brings Burke's influence back in the form of his '64 hit "Everybody Needs Somebody To Love" as well as adding Diddley reverence (rather than rip-off) to their bag of tricks on their "Mona" missive. **Otis Redding's** second chart item, "Pain In My Heart" gets the treatment here, as does another Dixon tune (one popularized by **Sam Cooke** in '61) "Little Red Rooster." Two

(Con't on p. 31)

**HOLLYWOOD—DAVID BROMBERG: SAMMY'S SONG AND OTHER SONG STORIES**

How does a richly talented, yet relatively unknown newcomer sweep away the cobwebs of obscurity? If you're **David Bromberg,** you may proudly display your new Columbia LP, a powerful effort that should generate more than a small draft in the folk-rock world this year.

Bromberg migrated to the Greenwich Village coffee house scene during the 60s and soon established himself as a local legend, a man who could pick a song on anything with strings on it. "Give Bromberg a clothesline loaded with damp lingerie, and he'll find a way to wring a tune out of it," they speculated. If the Village charisma reminds you of another musical poet named Dylan, you might consider that Dave and Bob are close friends, and Bromberg has provided some glib sessions instrumentals for Dylan on such LPs as "Self Portrait" and "New Morning." Dylan also makes an uncredited appearance on "David Bromberg," but Dave has sworn this writer to secrecy about the specific place.

I joined Dave in his suite at the Chateau Marmont Hotel, nestled amongst the billboard forests of Sunset Blvd. and away from the raucous plasticity and groupie traffic of the other rock haunt on the block, the Continental Hyatt House. "I never picked up on any groupies anyway," offered Dave, along with a half empty bottle of Heineken's, which was serving as his breakfast. But one look around the room quickly demonstrated what Dave **does** pick up on. Scruffly black instrument cases of all sizes, some daubed with faded decals, filled practically every unoccupied niche against the walls. "Time was when you could pick up a good guitar in a pawn shop, but no more. Now I look for fiddles, people still don't know about them. Once I picked one up with a 19th century marking." Frankly, the room looked a bit like an 19th-century pawn shop, with instruments strewn around the overripe "Chateau" furniture. "Next to playing 'em, I like buying 'em," added Dave. A photograph on the back of his LP displaying his incredible instrument collection stands as a testament to this statement.

Where did Bromberg receive his initial impetus? "Well, I appeared as an accompanist for **Rosalie Sorrels** at one of the Isle of Wight Festivals, and I did a solo called "Bullfrogs on My Mind" during the set, and I was asked to come back to do a few songs later in the day." (Dave recently enraptured members of the press as he performed the same strolling story of "Bullfrogs—" at an introductory party in Malibu). "Anyway, they eventually set me up for an hour's worth, and I came out of it with several encores." Without any prior pre-conditioning, a crowd of a hundred thousand roared up for Dave like a prairie fire. And that's the way it has been ever since: a man living off his talent, not a "name." A portion of his Wight performance is preserved on Columbia's triple LP "First Great Rock Concerts of the 70s," with Dave performing a sped up version of "Mr. Bojangles." "It's sped up because the portable recording equipment they used at Wight had no voltage regulator, which made the final result somewhat disappointing to me." But from that appearance, Columbia decided Dave "had promise." And his first LP, with the proper voltage regulation, shows that David has indeed kept his "promise."

On "David Bromberg," Dave serves up an eclectic salad of his own fresh-picked compositions mixed with some personally arranged traditionals. There is also a number co-written with **George Harrison,** a galavanting parody ballad called "The Holdup," recorded before a live audience in Philadelphia's World Control Studios. Bromberg mainlines a certain jocular authority in his style, sort of a "playing with a smile on his fingers." His sardonc "Suffer To Sing the Blues" teases with sarcastic word play, while cuts like classic "Boggy Road to Mildegreville" reflects his fluent precision, as he accelerates to breakneck bluegrass tempos. Dave's trademark sound, the slam-strummed bass E string, embroiders the blues lament of "Pine Tree Woman." There are some fine pieces featuring guest shots by such pros as **John Hartford, Randy Scruggs** and **Jody Stecher.** The well-rounded LP leads up to a climactic final cut, a two-fisted lyrical-melodic walloper named "Sammy's Song," which plunges the listener into the visceral imagery of Sammy's bizarre virginal sexual encounter in a Spanish brothel. It

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# UA Summit This Week

NEW YORK — United Artists Records' mass merchandising division meetings, originally scheduled for Aug. 7 and 8, are being held this week (14 and 15) instead, according to Mike Lipton, exec vice president of the division.

Postponement of the summit conference was made necessary by the need for more time to gear up for fall product merchandising prior to the top echelon huddles. The meetings, being held for the first time away from the division's Los Angeles home base, will take place at the offices of Musical Isle of America's St. Louis branch, and hosted there by Norman Hausfater and Norm Wienstroer, vice presidents of the concern.

More than a score of key branch execs from the seven Musical Isle rack merchandising outlets as well as the company's owned Indie distributors are expected to attend the two-day confab to be jointly helmed by Lipton and Russ Bach, vice president of the division at the West Coast headquarters.

Such topics an national buying practices, pricing problems, national accounts, advertising and publicity and acquisition vs. expansion from within, are among the subjects included on the agenda. An outdoor cocktail reception and barbecue will wrap up the affair on Tuesday (15).

# Ellis To Elektra Promo On Coast

HOLLYWOOD—John Davis, newly appointed director of national promotion, has named Paul Ellis west coast regional promo director, the post just vacated by Davis. Sally Stevens of Elektra's west coast office has been upped from promo secretary to astant west coast regional director.

Ellis left his post as west coast regional director for Stereo-Dimension, Los Angeles, to join Elektra. Previously he was mid-west regional director for ABC-Dunhill out of Cleveland, where he had held the same position with Paramount Records.

# Donohue Forms New ABC Dept

HOLLYWOOD—Corb Donohue, formerly director of publicity for ABC/Dunhill, has left his post to form and direct the newly-created department of creative services for ABC/Dunhill, as announced by label president Jay Lasker.

In his position as director of creative services, Donohue will oversee publicity, advertising and special projects and promotions for all aspects of ABC/Dunhill Records.

After assuming his position, Donohue named Sue Clark as director of publicity for ABC/Dunhill Records. For the past two years, Ms. Clark was west coast director of publicity and artist relations for the Buddah Group.

# Hollywood To Goldmark Co

STAMFORD, Conn.—John M. Hollywood has joined Goldmark Communications Corp. as senior electronic engineer, Dr. Peter C. Goldmark, GCC president and director of research, has announced.

Hollywood formerly was with CBS Laboratories. A longtime associate of Dr. Goldmark's, he served as staff scientist for several years when Dr. Goldmark headed CBS Laboratories. Hollywood is responsible for many developments in the field of display technology, particularly as applied to color television.

Well known for his contributions to the communications field, he contributed to development of radar and display systems, advanced techniques in the fields of audio and acoustics and in stereo broadcasting.

A member of the CBS team which developed Electronic Video Recording (EVR) for the home, his work in educational telecasting made it possible to hear educational programs from airborne transmitters.

# S/D Adds In Sales Promo

NEW YORK—Loren Becker, president of Stereo Dimension/Evolution Records has announced staff appointments to the company's sales & promo department.

Jim Stella, formerly with Famous Music Corp., will be based in Chicago and handle sales and promo chores for the midwest area. Chuck Edwards, headquartered in Los Angeles, assumes similar responsibilities for the west coast. Both will report to national sales & promo director Fred Edwards.

"The addition of these seasoned field men provides Stereo Dimension with an expanded viable marketing force we believe necessary to work our limited and select product," noted Becker.

# Bass Upped At MCA

UNIVERSAL CITY—Harry Bass has been promoted to the position of sales manager for MCA Records' East Coast division. He will replace Charles Lindroth, recently appointed district manager for the New York area.

Bass has been with the MCA family since 1945 and has operated as foreman, office manager, and as a salesman for the last 15 years. As sales manager for the New York metropolitan area, his responsibilities will include coordinating the activities of his sales and promotion men and overseeing merchandising and promotional activities. Bass will also act as liaison between the West Coast home office and the New York area, coordinating artist tours and appearances.

Making the announcement, marketing v.p. Rick Frio said, "Harry did a sensational job coordinating activities for the Broadway version of "Jesus Christ Superstar." His invaluable sales experience will undoubtedly be a great asset. I look upon this well deserved advancement as another means of promoting within the company and as a definite advantage to MCA Records, Inc."

# NATRA Meet

(Cont'd from p. 7)

their families, who will journey to Philadelphia's Marriott Hotel for the meet, Governor Milton J. Shapp has officially proclaimed a state-wide NATRA week observance, Aug. 14-20. In addition, Mayor Frank L. Rizzo has proclaimed Natra Week for the city of Philadelphia and will start the NATRA convention By hosting the Aug. 16 afternoon reception. Gov. Shapp will also speak at the Aug. 16 meeting, as will Rev. Jesse L. Jackson, president of Operation Push (Chicago); Julian Bond, state representative from Georgia; Tony Brown, a Howard U. professor and producer of two publications, Soul and Black Journal.

NATRA's convention committee urges all those interested in attending the convention to write immediately, since room reservations are going fast. Address correspondence to: NATRA '72 Convention Committee, c/o Suite 204, The Philadelphia Marriott Hotel, City Line & Monument Rd., Phila., Pa. 19131. Telephone: 215-664-6740.

# R&B Identity Survey

(Cont'd from p. 7)

A&M, RCA, Chess/Janus (1).

### R&B as #1

A number of soul singles have held the #1 pop spot in 1972. Roberta Flack's "The First Time Ever" topped the charts for four weeks (Atlantic). Other #1 items so far this year include Bill Withers' "Lean On Me" (Sussex), The Staple Singers' "I'll Take You There" (Stax) and Hi artist Al Green's "Let's Stay Together" (each #1 for 2 weeks) and the following which hit the top for one week each: Michael Jackson, "Rockin' Robin" (Motown); The Chi-Lites, "Oh Girl" (Brunswick); Billy Preston, "Outa Space" (A&M).

All tolled, r&b singles accounted for 8 of the 21 singles reaching #1 in this period and they held the position collectively for 13 of the 31 weeks.

### Success Strings

A number of soul artists have proven their staying power with multiple Top 20 successes in this period. Michael Jackson has already scored with three Top 20 disks ("Got To Be There," "Rockin' Robin," "I Wanna Be Where You Are") as has Al Green ("Let's Stay Together," "Look What You've Done For Me," "I'm Still In Love With You"), The Jackson Five ("Sugar Daddy," "Little Bitty Pretty One," "Lookin' Through The Windows") and The Stylistics ("You Are Everything," "Betcha By Golly Wow," "People Make The World Go Round."). Other artists with two Top 20 hits include Sly & The Family Stone, Honey Cone, The Staple Singers, The Chi-Lites, Aretha Franklin and Dennis Coffey. Established artists for some time in both the pop and soul scene such as The Supremes, The 5th Dimension, Joe Tex and Wilson Pickett also continued to hit the top of the charts as did the follow-ups by Joe Simon, Bill Withers, Cornelius Brothers & Sister Rose, Roberta Flack & Donny Hathaway and The Dramatics—all acts that first came to the fore in 1971. Comebacks for artists like Donnie Elbert, Jimmy Castor and The O'Jays were evidenced as well as the transfer of LP to single successes for acts such as War, Billy Preston and Roberta Flack. Talents which had been known previously only in black markets also broke through with Top 20 singles product: Millie Jackson, Luther Ingram and the Detroit Emeralds.

### Soul Identity

With all this crossover activity, there is still a large number of top-selling r&b singles which do not gain pop acceptance to match their soul success stories. Two #1 r&b charters (Detroit Emeralds' "You Want It, You Got It" and Denise LaSalle's "Now Run And Tell That") though charted pop, did not reach the Top 20, and other Top 10 soul items also seemed to reach maximum sales in their field without becoming pop giants—Gladys Knight, "Make Me The Woman You Go Home To"; Lunar Funk, "Mr. Penguin"; The Temptations' "Take A Look Around"; Isaac Hayes "Do Your Thing"; and Little Johnny Taylor's "Everybody Knows About My Good Thing."

Jerry Butler & Brenda Lee Eager's "Ain't Understanding Mellow" scored Top 10 in soul markets and was certified a million seller without reaching the pop Top 20. James Brown and Bobby Womack continue to impress. Obviously there is still a lucrative market in soul disks that tend to appeal only to the black market. This is a healthy sign as far as the integrity and the musical identity of soul is concerned. These success stories of black records that don't turn pop and yet chalk up impressive figures prevents the question of "co-opting" the sound just for the sake of sales from troubling the label, the artist and the producer who chooses to see his market as primarily black.

### LP Soul

A number of soul albums have come into the Top 50 reaches of the LP chart, and many have gone on to be Top 10. This indicates that r&b artists can maintain a permanent and lasting hold on the record business as a whole. Previously, black artists have been viewed by the industry as primarily singles-oriented.

Roberta Flack's "First Take" LP was #1 for four weeks. Other soul items to reach the Top 10 include product by Isaac Hayes, Sly & The Family Stone, Al Green, The Chi-Lites, Bill Withers, Aretha Franklin and Roberta Flack & Donny Hathaway.

A number of black artists whose main sales clout is in the LP department have continued to succeed in '72—Grover Washington (Kudu), Osibisa (Decca), B. B. King (ABC), Donny Hathaway (Atco), Curtis Mayfield (Curtom). Some of the longest chart-runs on the LP listings have been enjoyed by r&b acts such as The Stylistics and War. Other soul artists with strong-selling LP product in '72 include The Jackson Five (with four LPs charted), James Brown, Dennis Coffey, The Dramatics, Michael Jackson, The Temptations, The Staple Singers, Joe Tex, Stevie Wonder, The 5th Dimension, Jimmy Castor, Billy Preston and Chuck Berry.

### Moods Of Soul

The trend towards the success of soul is hardly a simple matter to analize. No one sub-form of the genre tends to dominate the scene. The product ranges from black music with an MOR slant (5th Dimension), to that which appeals to the progressive rock market (Sly & The Family Stone, War) and the jazz audience (Aretha Franklin, Roberta Flack, Donny Hathaway).

Male singers (James Brown, Joe Tex, Joe Simon)—female vocalists (Millie Jackson, Betty Wright)—vocal groups (Dramatics, Staple Singers) and instrumentalists (Dennis Coffey, The Chakachas, Billy Preston) all continue to prosper.

Some of the more promising new soul talents to emerge in '72 thus far include Love Unlimited (Uni) and Frederick Knight (Stax); but for the most part, the successful artists have been out there working hard for a long time awaiting delayed recognition (Jimmy Castor, Bobby Womack, Luther Ingram, Al Green).

Though it is impossible to find more than a vague common ground for all that is going on in soul today, one thing seems certain. To paraphrase The Temptations' latest single, "Funky Music 'Sho Nuff' Turns Us On."

**LEAN ON HIM**—Bill Withers, left, along with Kathi Turo, promotion assistant and Mark Hodes, eastern album promotion man for the Buddah Group, all paid an unexpected visit to the Cash Box offices in New York. Withers, coming off his million selling "Lean On Me" single, is back on the charts with his most recent "Use Me" disk.

**Birtha's Coming** — Prior to their cross-country promotional trek to the Southeast, Birtha, ABC/Dunhill's group receives a royal send off. From left to right are: Marv Helfer, vice president in charge of artist relations; Jay Lasker, ABC/Dunhill president; Birtha; Mike Pinizzotto, the group's manager; and Gabriel Mekler, Birtha's producer.

Birtha will stop off in key markets for press and radio interviews on the way to their first major concert, the Peach Tree Celebration in Rockingham, North Carolina on Aug. 18.

# NARM $42G's Scholarships

PHILADELPHIA — The NARM Scholarship Foundation of the National Association of Recording Merchandisers mailed checks this month in the total amount of $42,000 to recipients of NARM scholarships, to be applied toward their education in colleges and universities throughout the United States, for the 1972-73 academic year. Forty-two NARM scholarship winners received $1,000 each.

Each NARM scholarship is worth a total of $4,000 to the winner, and is paid out to the students at the rate of $1,000 for each of his four college years. The 42 students now attending college with the aid of NARM scholarships are all children of employees of NARM member companies, or employees themselves. The Foundation has already seen nine of its winners graduate from college, three in 1971, and six in 1972.

Jules Malamud, who serves as Executive Director of NARM and its Scholarship Foundation, has announced that applications are now available at the NARM office, 703 Trianon Bldg., Bala Cynwyd, Pa. In order to qualify, the applicant must be an employee or the child of an employee of a NARM member company, either Regular or Associate. He must be planning to enter college in Sept. of 1973, have a good academic record with a need for financial aid in attending college.

The NARM Scholarship Foundation awards these scholarships each year at the annual convention of the National Association of Recording Merchandisers. The next scholarship presentations will be held during the NARM Convention, which convenes February 25 through March 1, 1973, at the Century Plaza Hotel in Los Angeles, California. Since its inception in 1967, in excess of $200,000 has been presented by the Foundation.

Deadline for filing scholarships for the next awards presentations is Oct. 31, 1972. NARM member companies are urged to publicize the NARM Scholarship program to employees.

## Scott Wins Suit On Pub Share Of 'Heavy'

NEW YORK — Bobby Scott has won his lawsuit to retain 50% of the copyright from his song, "He Ain't Heavy, He's My Brother." The litigation between Scott's company, Jenny Music, Inc. (ASCAP) and Harrison Music (ASCAP), had been pending for over two and a half years. An oral decision was rendered by Judge Steven Stothart of the Superior Court of Calif.

The problem came as a result of the death of Bob Russell, the song's lyricist. He and Scott originally agreed that both would retain 50% of the song's publishing in their respective firms. However, up until the time Russell became ill and died no contract had been signed. Hannah Russell, wife of the late Bob Russell, and Larry Shayne, administrator of Harrison Music, at that point claimed that 100% of the song belonged to Russell's estate.

Artists who have recorded "He Ain't Heavy, He's My Brother" include the Hollies, Neil Diamond, Cher, Glen Campbell and Donny Hathaway.

**'C' HERE!** — Roy C., New York-based producer and owner of Alaga Records, has sold the Alaga single, "Honey, I Still Love You," by the Mark IV, to Mercury, according to Mercury v.p. Charles Fach. Explaining that the demand for "Honey, I Still Love You" exceeded the capacity of his label to supply the single, Roy expressed confidence in Mercury's marketing and distribution setups. Shown here are (l. to r.) Roy C., Jay Leer, Mercury A&R (who was responsible for bringing Roy C. to Mercury), and Charles Fach.

## Metromedia To One-Stop

NEW YORK — Mort Weiner, director of marketing and merchandising for Metromedia Records, has announced that One-Stop Music Service will distribute Metromedia product out of Hartford, Conn. beginning immediately.

Frank Sutter, the sales manager for One-Stop Music, has had a long-time previous association with Metromedia Records. Dick Lemke is the local promo manager.

## Vanguard To Progress Dist

CLEVELAND — Progress Records has announced the addition of Vanguard Records to its list of labels distributed in the Northern Ohio and Pittsburgh areas. Progress, 20 months old, already represents A & M, Chess/Janus, Paramount, Dot, Blue Thumb, Metromedia & Playboy.

## J/G Names Tri-State

PHILADELPHIA — Jamie/Guyden Dist. Corp. has appointed Tri-City Records, Inc. exclusive distributors for the Pittsburgh area. Owned and operated by Nick Cenci, Tri-City will be distributing Jamie Records and its key subsid labels, Phil-L.A. of Soul and Top And Bottom.

## Vikki Carr Student Grants

LONDON — Singer Vikki Carr, who last year announced she was beginning an annual scholarship award of $1000 for an outstanding Mexican-American youngster and then picked eight winners for a total of $5000, has selected 19 California students for scholarship grants totaling $11,750.

Miss Carr made the announcement from London, where she wound a foreign concert tour with an appearance at the Columbia Records convention there. She returns to Los Angeles this week to headline the annual benefit for the Mexican-American organization of Nosotros at the Hollywood Bowl, August 11.

## Copperhead To Just Sunshine

NEW YORK — Copperhead, the four man rock group, has been signed to Just Sunshine Records. The group has a following on the west coast after multiple appearances at Winterland and the Paladium in Los Angeles.

The San Francisco-based Copperhead features John Cipollina, formerly of Quicksilver Messenger Service and Gary Philippet on guitar; Jim McPherson on piano and bass; David Webber on drums.

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## Stax Concert

(Cont'd from p. 9)

going to be recording the concert for future release, and we're having it filmed, co-producing with Wolper Pictures. We're not aiming for a 'Woodstock' but for something we don't yet have—some footage that documents the black experience and black entertainment."

According to Shaw, the theme of WattsStax-72 will be "The Living Word"—the message of the music. "So we won't be presenting so much 'the living sound' of black music as the things that music has to say about the black experience in America."

Participants in the Coliseum concert will include the Staple Singers, Carla Thomas, Johnnie Taylor, Rufus Thomas, Luther Ingram, the Racne Allen Group, the Emotions, Albert King, David Porter, the Bar-Kays, Mel & Tim, Tommy Tate and the Soul Children. The concert will be segmented, with John Kasandra, Richard Roundtree and Billy Eckstein each acting as master of ceremonies of one segment. Honorary host of the event will be the Rev. Jesse Jackson.

"We're not just going to dash in and dash out, either," said Shaw. "Next year's Festival would obviously suffer if they couldn't come up with something matching this concert. So we're committed to a return in '73. We'd like to think that our efforts here this year might serve as a model for anybody coming into a community from the outside.

"I feel our success as a record company has been based on our posture as both observer and participant in the black community at large. We're not just looking into it, we are of the people, offering music by the people, and here, a concert for the people.

"And I think someone has already said something like that."

The artists appearing in WattsStax-72 are all donating their time and talent to the event, while Stax Records is picking up their travel and accommodation expenses, as well as production costs for the concert itself. The admission price is $1.00, and what the box office takes in will be 100% divided between the Watts Summer Festival, (which Shaw emphasized was a "conglomerate" of organizations), the Martin Luther King Hospital in Watts and the Sickle Cell Anemia Foundation.

Shaw believes that the concert and all that his company is doing to make it possible will generate a kind of good will that will ultimately reflect upon the image of the record industry as a whole—and "raise that image in the eyes of the general public."

## Siegel To Quad-Eight

HOLLYWOOD—Doc Siegel, former studio manager of the Village Recorder, has been made sales manager for standard and special recording systems at Quad-Eight Electronics, North Hollywood. He will report to Ron A. Neilson, marketing director, who stated, "Doc's seasoned experience in many areas of the recording field allows Quad-Eight to have a more intimate contact with the production and artistic endeavor of its customers."

## Musical Isle Names Hill

NEW YORK—George Hill has been named to the new post of operations manager for the Musical Isle of America and Record Sales Corp. branches in Memphis, according to Sid Melvin, who heads both firms. The companies represent the rack-jobbing and record distributing operations for Memphis of United Artists' mass merchandising division.

Hill, a computer systems analyst by training, will be in charge of all internal operations of the two branches. Prior to accepting his new responsibilities in Memphis, he lived in Los Angeles, where he was associated for eight years with United Artists and Liberty Records.

## Capitol Reports Profit

(Cont'd from p. 7)

ture but to introduce members of the CI board of directors, the star attraction among them being the newest member—film actor Gregory Peck, who was appointed to the board in March.

The rest of the meeting was given over to an audio-visual presentation prepared by the label's merchandising chief Allen Davis and shown first to EMI executives in London (later to EMI licensees overseas.)

As for Capitol's fiscal year just ended, firm cost control measures and marked improvement in basic operations brought about an operating profit in 1972 as against the loss reported last year, even though the label's net sales were lower by $13,367,000 or 9%. Control over the amount of product returned for exchange in conjunction with an accounting change (reported below) increased income before extraordinary items in 1972 by $1,011,000 or $.22 per share.

In addition to the operating income reported above, extraordinary items resulted in additional income of approximately $230,000 or $.05 per share this year. The sale of Pickwick International, Inc., stock resulted in an after-tax gain of approximately $7,077,000. Against this there were two extraordinary charges. First, the change to an alternatively acceptable accounting practice for product returned for exchange resulted in an after-tax charge of $4,639,000. Secondly, following a review of corporate properties and manufacturing facilities a provision, resulting in an after-tax charge of $2,207,000 has been made for items not considered relevant to the future needs of the company, including subleased areas of the building in which the company's New York offices are located. The tax effect of these extraordinary items is currently under review and final numbers will be in the company's audited release.

Despite the improvement in the company's results, the board of directors has decided that it was not in the best interest of shareholders to resume the payment of dividends at this time.

Capitol Industries, Inc., headquartered in Hollywood, is traded on the American and Pacific Coast stock exchanges.

## Dodd Joins Mark Five

GREENVILLE, S. C.—Tommy Dodd has joined Mark Five Studios, as manager of the record and tape distribution division. The seven year old Greenville based facility, has primarily been involved in producing recorded product to customers specifications, and sales have been confined to this area with some limited "label" distribution.

The Township Group (a Mark Five company) has had the responsibility of distribution in the past, but under the new re-alinement, Mark Five will take over this responsibility, and Township will become a sales company for the owned publishing firms, Pleasant Ridge Music and Huffman Publishing.

The new arrangement will allow more emphasis to be placed on direct sale of product to retail outlets, nationwide. In addition, mailings of sample albums to D.J.'s across the country will be reviewed, with the ultimate goal of giving better service in this area.

## Birtha's ABC Promo Tour

HOLLYWOOD — ABC/Dunhill Records has launched its newest rock group, Birtha, on a personalized, promotional cross-country tour in conjunction with the release of the group's debut album for the label. Prior to Birtha's first major concert, the Peach Tree Celebration in Rockingham, North Carolina on Aug. 18, the group is scheduled to stop in key markets across the country for radio and press interviews. Such markets will include Phoenix, Dallas, Houston, New Orleans, Atlanta, Charlotte, Rockingham and Norfolk.

ABC/Dunhill has planned a major promotional push for Birtha for the Southeastern region, incorporating radio spots and black and white advertising with the release of the Birtha LP.

## Ann Arbor Fest

ANN ARBOR, Mich.—The Rainbow Corp. has announced its plans for the first Ann Arbor Blues & Jazz Festival, to be held at Otis Spann Memorial Field in Ann Arbor, Friday, Saturday and Sunday, Sept. 8-9-10, 1972. The Festival will comprise five concerts featuring the following musicians:

Friday evening, Sept. 8, 7-12 p.m.: Howlin' Wolf, Junior Walker and the All-Stars, Sun Ra and his Arkestra, the Contemporary Jazz Quintet (CJQ), and the Seigel-Schwall Blues Band;

Saturday afternoon, Sept. 9, 12:30-5:30 p.m.: Music Of Chicago with Muddy Waters, Hound Dog Taylor and the House Rockers, the Art Ensemble of Chicago, featuring Roscoe Mitchell and Joseph Jarman, and Mighty Joe Young and his band with Lucille Spann, plus Ko Ko Taylor.

Saturday evening, Sept. 9, 7-12 p.m.: Bobby "Blue" Bland, the Charles Mingus Ensemble, Dr. John, and Detroit's own Little Sonny;

Sunday afternoon, Sept. 10, 12:30-5:30 p.m.: Archie Shepp, Freddie King, Sippi Wallace with Bonnie Raitt, Luther Allison and his Band, and the Mojo Boogie Band of Ann Arbor.

Sunday evening, Sept. 10, 7-12 p.m.: Miles Davis, Otis Rush, Leo Smith with Marion Brown, Lightnin' Slim, Lefty Diaz and Boogie Woogie Red with the Boogie Brothers. All shows are subject to change.

## Col Agency

(Cont'd from p. 7)

tours, re-packaging and initial merchandising campaigns.

As director of merchandising and product management, Roz Blanch is charged with the execution of merchandising plans once a specific approach is decided upon. Radio and consumer print are chief areas she administrates.

Once a "break-out" of an artist is reported, Teller's group is geared to roll quickly in helping to bring eventual national prominence to a new Columbia act.

Teller

DeVito

Blanch

## Tandem Forms Music Pubs

NEW YORK—Expanding their Tandem Productions company, Bud Yorkin and Norman Lear have opened the Tandem Music division, under which New Tandem Music has been formed as an ASCAP company and Norbud Music as a BMI company.

Yorkin is personally supervising the music operations of the company, with Shel Kagen heavily involved in production of albums. Deals have been made to date with Atlantic Records and RCA Victor Records for albums representing themes, comedy excerpts and songs from the comedy series "All In The Family" and "Sanford and Son", with additional specialized albums and sheet music to be recorded and published shortly.

First album released by the new company is the comedy hit "All In The Family" on Atlantic, which hit 500,000 sales in its first quarter. A second "Family" album is now in preparation, both of them under the New Tandem Music ASCAP arrangement.

A similar comedy album based on excerpts of "Sanford and Son" has been recorded by RCA Victor, with continuing arrangements set for additional "Sanford" music and comedy albums. RCA also will record "Archie and Edith Sing Their Favorite Songs," starring Carroll O'Connor and Jean Stapleton.

Tandem Music also owns publishing rights to music and songs used in their shows, published under Norbud for "Sanford and Son" and New Tandem for "All In The Family." Included in these are the Quincy Jones theme for "Sanford" as well as "Those Were The Days," by Charles Strouse and Lee Adams, and "Remembering You," by Roger Kellaway and Carroll O'Connor, from "All In The Family."

Preparations are now being made to issue similar records of music and comedy from "Maude," Tandem's newest comedy series on CBS tv. Theme was written by David Grusin, with lyrics by Alan and Marilyn Bergman.

TEMPORARY VACANCY—Filling in last week in the absence of the Columbia promotion staff who were away in London for the CBS convention was Johnny Mathis. Mathis and his producer, Jerry Fuller spent the day calling various MOR and Top 40 stations around the country as "acting promotion men." This also gave Mathis a chance to plug his new single, "Make It Easy On Yourself."

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## Yes
## Edgar Winter
## Eagles

LONG BEACH (CALIF.) ARENA — Sitting through three and a half hours of music can become exhausting, as you often reach a point of saturation. Fortunately this was not the case at Long Beach. In truth it was quite the opposite as Eagles, Edgar Winter, and the Yes put on a truly fantastic show.

Though their music is not uncommon for today's market, Eagles come across better than most. Their ability to produce great harmonies on stage, as well as in the studio, lifts them a good head above others in their branch of music. The 45-minute set was tied together into a very neat package with their current hit single "Take It Easy."

After the usual tedious equipment change Edgar Winter stepped onto the stage dressed in black with a long flowing cape. The man clearly generates excitement, as mass energy filled the air and his voice came out of the dark stage asking the famous question: "Are you ready to rock and roll?" They were. They did. With his cape flaring up behind him Edgar kicked off his set with "Keep On Playing That Rock and Roll," traditional in the sense of its hard beat, and unique by the virtue of Edgar's singing. After combating some of the more common technical problems, Winter went to his bag of tricks and came up with his number-one crowd pleaser, "Tobacco Road." Some "call and response" work with lead guitarist Ronny Montros made the song one of the most extraordinary numbers of the night.

A lot of anticipation has developed over the Yes. Waiting to see them headline a bill, wondering what songs they will play, and hoping their studio (and musical) complexity won't be a burden on stage.

The lights died down, and in a moment the house was full of flickering matchheads, and one happily enthused crowd. For the third time that evening a different brand of music graced the stage as the Yes, without introduction phased in as the classical music faded out—an effective beginning for any group. With a piece from "The Yes Album," and a bit off of "Fragile," the group got down to business with "Your Move," and a monster of a song titled, "Into the Heart of the Sunrise."

Headlining a bill means more time on stage, and that can often be the essential part to making a show successful. Utilizing this time was one of the finest guitarists around, Steve Howe. Since Howe and organist Rick Wakeman arrived the group's sound has become more refined, as compared to the group's first two LPs. Both got a chance to display some of their excellent talent in a solo spot.

Things reached their peak as Wakeman finished and slowly drifted into "Roundabout," a single of the "Fragile" album, with the voices of Jon Anderson and bass player Christ Squire.

A tremendous group, the Yes have one of the most distinctive sounds in music, and have been deserving of a top billing for some time. We have benefited people, because "Yes"—they are here.

**d.e.**

## Guess Who
## Sailcat

SANTA MONICA CIVIC CENTER — Unfortunately there were some empty seats at the center, and those who were to have occupied them missed one great show. The surprise was Sailcat, a five-man group that, except for the rhythm and bass guitarist, had been together a mere four days. Their music can be described as light and clean and overwhelmingly tight for the short time they had to work with. Drifting through country rock, a bit of jazz, and some real hard rock and roll, Sailcat laid down some good music with "Songbird" and their current hit (#21 on the Cash Box charts) "Motorcycle Mama." Another performance like this, and Sailcat should sail even higher.

Like adding the topping to a beautiful cake, out came the Guess Who, who have also made some personnel changes but still are a tightly-knit band. Not a group to sit on their laurels and live off past hits, they devoted much of their show to new material like "Showbiz Shoes" and "Samantha's Living Room," a tune chock full of harmony and good music written by the group's new guitarist, Donny McDougal.

In the words of Burton Cummings the group took time out "to stroll down memory lane," coming up with great hits familiar to everyone there: "These Eyes," "Hand Me Down World" and "American Women."

To close the show Guess Who went to their current RCA album "Guess Who Live," recorded at Seattle's Paramount Theatre. Aside from the 15-minute version of "American Women," the group let out with a powerhouse called "Truckin' Off Across the Sky."

**d.e.**

## The Johnstons

FOLK CITY, NYC—If you were to read that a singer detached herself from much needed intravenous and pleaded with the doctors to let her out on a four hour pass so she could do two sets with her group, you'd probably pass over it as some unbelievable PR rumor/stint. But we kid you not, this is just what Adrienne Johnston did so that The Johnstons could give their farewell U. S. performance here as scheduled. A combination of showmanship and insanity to be sure. But true.

The Johnstons were obviously not in top form for their two shows, but under the circumstances, they could not fail to prove themselves gifted as well as loveable. They unveiled two new tunes that speak in terms of the general disappointments they have encountered during the many years of their struggle for the recognition that should rightfully be theirs. "Hey Mr. Promotion Man" was the more graphic of the two (the best attempt at this type of tune since The Stones' "Under-Assistant West Coast Promo Man" and Jimmy Webb's "Song Seller"), but in many respects, the more subtle "Down The Line" has more universal, outside-the-industry meaning for the audience.

Paul Brady, Gavin Spencer and Adrienne continue to knock 'em dead by rockin' 'em alive with The Everly Brothers' "When Will I Be Loved" and "Reddy Teddy." The crime of the times is spelled out in "You Oughta Know" and the travelin' tune genre thrives in "Continental Trailways Bus." (Their first hit was "Yellow Submarine" out of the top spot in their then native Ireland. They now live in England.)

Adrienne's back in the hospital being diagnosed and treated but we know she's in good hands. We hear that her surgeon played Folk City in '64.

**r.a.**

## Allman Brothers Band
## Loggins & Messina
## Phlorescent Leech & Eddie

HOLLYWOOD BOWL — Variety of styles, one major surprise, and excellent music captivated this sold-out crowd at the Bowl. Kicking things off were two gentlemen who have undergone many changes through the years: Marc Volman and Howard Kaylan, ex-Turtles more recently associated with the Mothers and T. Rex. Now they are billed as the Phlorescent Leech & Eddie.

Their songs are diverse, ranging from the rocking "Thoughts Have Turned" to the mock-Hawaiian "Nicki Nicki Hoi," both on the group's new album. For a hilarious change of pace, they staged a circus side show featuring the Fabulous Sazzini Brothers and their stuffed animal, which "jumped" through a ring of fire. They closed the set with a fine rendition of "Elenore."

Next on the bill were Kenny Loggins and Jim Messina. Loggins began alone on acoustic guitar with two beautiful numbers, "House on Poo Corner" and "Danny's Song." The rest of the group soon joined in and let loose with some funky country rock. "Listen to a Country Song," and the jazzy rock and rolling "Your Mama Don't Dance," had the place jumping. The crisp and pure vocal arrangements reminded many of Poco, but Loggins and Messina have a moving style all their own with tight music to match.

Capping the evening was the Allman Brothers Band, who proved that they are one of the best, and maybe the best, blues band around. Soaring through most of their usual repertoire, the band did not let the crowd down for a second.

Greg Allman was especially sharp on organ, and his soulful voice was untouchable on tunes like "Done Somebody Wrong" and "Stormy Monday." Dicky Betts handles all the guitar work and improves with each performance. The band is noted for great on-stage improvising, and the fiery leads of Betts through "Statesboro Blues," "In Memory of Elizabeth Reed," and "Whippin' Post," were superb.

The boys then came back for an encore with a surprise guest, and a whirlwind finish, with none other than Johnny Winter. The combination with the Allman Bros. Band was awesome to say the least. Of course, rock and roll was the scene, and a flashy finish with "Johnny B. Goode" really gave the crowd something to remember.

**m.a.**

## Jesse Colin Young
## John David Souther
## Jeffrey Cain

BITTER END, NYC—Just because you've earned your place in the sun, don't mean you've got to "hammock" it. This philosophy belongs to the music of Jesse Colin Young because it's part of his outlook on life. In his first tour of the east as a "solo" since forming The Youngbloods, he's proved you can be two people at the same time, especially if one is an old friend.

The Youngbloods are still performing and recording as a group for Warner/Racoon, but as many musicians have already shown us, sometimes you've got to just say "hold it!" for a while and try it again on your own. Earthquake who has played harmonica with The Youngbloods is part of his new quintet; so is a piano player by the name of Scott Lawrence. He isn't flashy like Leon Russell or Little Richard, but he can boogie with the best of them, and in a multitude of moods. The band as a whole is a fine compromise between suavity and guts, but it is chiefly the interaction between Lawrence and Young that help the breaks work so well.

As for Jesse's voice, it has all been said many, many times before. He is simply the purest tenor in folk and/or rock but one who also never becomes caught up in his own perfection. His guitar is functional or frantic, as the song demands, and he has the skill to reflect the individual identities of an acoustic 6- or 12-string as well as electric.

Every tune in the set was a highlight, from Robert Johnson and Freddie King blues California-style to a surprise inclusion of John Lennon's "Imagine." Not one audience soul screamed "Get Together!" That means he was communicating a presence apart from that of the group that made it the all-American pop hymn. Some people might call it schizophrenia, but the smart folks call it versatility. And anyone who can pull "Four In The Morning" and "Greenville Mountain Home" out of now deleted albums to make them shine anew is at the very least immensely talented and sensitive.

Much of the Asylum crew, both execs and talent (like Linda Ronstadt and Jackson Browne) were there to give John David Souther support. In truth, he fits very easily into what is beginning to be acknowledged as the Asylum-sound; but despite a general Jesus-like aura about his person, this ease does not come across well on stage.

J. D. (as he is alternatively known) is a superfine songwriter. Tunes like "The Fast One" ("Not too many people are writing juke box songs these days, so I thought I'd do my part") and "How Long" prove that fact. But he has trouble in the lower range on vocals, and his guitar playing is at times too constricted and choppy. Maybe time is all that's needed to rectify the situation (he has already in the making an exceedingly gentle and natural falsetto), so he is definitely one to watch for in the future.

Warner/Racoon's Jeffrey Cain opened the bill. After a fling at r&r on his second LP, "Whispering Thunder," he has returned to performing acoustic solo in a style that does at times have its similarities with Ramblin' Jack Elliot and Woody Guthrie. You get the feeling he is performing on stage just as he would waiting for a ride on some dusty turnpike or playing for friends at home. His songs range from the topical to the quasinonsensical, but they all fill the void a whole mess of pretensious singer-composers have created in their search for The Holy Dylanesque Grail. Jeffrey Cain is not about searching, but rather, finding. Discover him for yourself.

**r.a.**

## New York Dolls

MERCER ARTS CENTER, N.Y.C.—In case there has been lurking in your mind the suspicion that the New York Dolls are a hype act, one visit to the Oscar Wilde Room of this entertainment complex should be enough to dispell that notion. The Dolls are for real and the music which they generate is vibrant, exciting and just plain fun.

The Dolls are a New York based rock quintet, as yet unrecorded. But that situation should change any day now—this band is simply too intact musically not to come across on wax. As far as their live performance goes, the Dolls rock with the kind of high flying energy which brings people to their feet, no small achievement in an age when sit-down concerts are de rigeur.

"I'm not into drag rock," remarked a friend of mine at the mere mention of the Dolls. But had she gone to see them she might have been surprised. True, the band's appearance might tempt one to dismiss them as Alice Cooper lookalikes, but their brand of rock, embracing fierce new material and effective treatments of U.S. Bonds and Otis Redding numbers, puts them in a class by themselves. The Dolls perform each Tuesday—go see 'em and bring your dancing shoes.

**e.k.**

## Sweet Pie

GASLIGHT AU GO GO, N.Y.C.—Occasionally a reviewer (even this one) may liken an act to a breath of fresh air but how often have you seen a performer compared to a spritzen of tequila? Sweet Pie is exactly like a spritzen of tequila, a very heavy toke, a swig of pale ale or anything else which might be termed "curiously refreshing." Though he makes his home in Vermont, Sweet Pie makes occasional visits to this Village club, usually in the company of his harp player, Bill Maloney. Last Saturday night the two were in rare form as they cavorted through a brace of bawdy and bluesy songs—many of them drawn from Sweet Pie's first album on Rig/ESP.

How to describe a song like "Too Drunk To Ball?" It never sounds the same twice. "This Bitter Earth," a classic is another high point. And, of course, "Vermont—A Lazy Man's Colorado." There is nothing lazy about Sweet Pie. He attacks the piano for all it's worth, sings in his gravel-rolling voice and even ventures out across the benches for a face-off with startled members of the audience. In short, Sweet Pie's act is a joyous affirmation of life—a totally unique experience.

**e.k.**

## Seatrain

WHISKEY, L. A. — Coming on to face an unusually quiet audience were Capitol's recording artists Seatrain. Vibrations were weak from the start as their smooth country jazz sound would have been more at home in the Troubador, rather than the L.A. dance club.

The group has made some personnel changes lately, acquiring the talents of guitarist Pete Walsh and drummer Julio Coronado. The sound they offer is still tight-knit, though, and provides for good listening, as with their first song "London Town."

As things were going conspicuously slow, the group began to look for something to get through on. They found it. Bass guitarist Andy Kulberg picked up his flute and hopped onto a classic tune titled "Flute Thing," which comes from the days of the Blues Project. The number was broken up with solos by drummer Coronado, violinist Rich Greene, and by Kulberg himself, who came up with a fancy double lead on his silver "whistle." The song did the trick as people began to open up more, and get into the show.

**d.e.**

## Uriah Heep
## John Baldry

ACADEMY OF MUSIC, NYC—There is one thing that can be definitely said about Uriah Heep (Mercury), from the moment the group captures the audience the interlocking spell is cast and there is no letting go on either side. Everything came together with the opening number, "Easy Living", featuring lead vocalist, David Byron, wearing an open red satin jacket and paisley pants. David is a true showman and knows how to captivate his audience, although one can detect a touch of Mich Jagger. David has a great vocal range and has the capability to move from a strong wail of intensity to a soft and pretty soprano quality and then bring it down to a blusey contralto.

After. "July Morning" and "Tears In My Eyes" the packed house at this Saturday (Aug. 5) concert was in a complete frenzy. A totally outstanding, "Gypsie Queen", in which organist Ken Hensley starts out solo on a long and classical Bach prelude and slowly builds in intensity as the rest of the members gradually merge and then the whole integrates into rock and blues, had so completely aroused the audience that a thunderous explosion of applause and screaming almost forced one to protect his eardrums. With pleadings for more and more, the group closed with, "Roll Over Beethoven" and Presley selections, such as, "Blue Suede Shoes." This Uriah Heep concert was tight and they even had an interlocking harmony among themselves.

John Baldry, known as Long John, had warmed up the audience with his heavy blues orientated music. Vocalist Baldry is backed with guitar, drums, bass and piano and two female soul singers. Bob Culik is the new guitarist and on piano is the brother of Procul Harum, who plays excellent blues runs and chord changes. Baldry has an interesting voice and knows exactly what bag he is in. His rendition of "Hambone" and "Lord Remember Me" were especially forceful, and moving. At times, one had the feeling of being in church with the addition of the two girl singers backing up Baldry. "I Have Had My Fun" was an effective blues selection. "I'm Ready—I Hope You're Ready For Me" and on this note I will close by saying, on this particular night the audience was ready for anything and everything and they got it.

**d.d.**

## Flash Cadillac & The Continental Kids

WHISKEY, L.A. — For a brief moment "Tell Laura I Love Her" bounced off the walls at the Whiskey as Flash Cadillac and the Continental Kids closed out their five-day engagement. Some people dressed for the occasion, and some didn't, but everyone got into the six-man band and their music.

Greased to the hilt, the Continental Kids opened the show with "Sea Cruise," featuring Butch and Spike on guitar and vocals. Then, with all the meanness of a chevy hub-cap, on came "the main man"—Flash, to rock on one step further with "Who Put the Bop in the Bop Shu Bop."

A large number of people hit the dance floor, and things really got down with Flashes work on "Rockin Robin." Angelo, the group's piano player, gave the chicks a tune to swoon by with a heart rending performance of "Tell Laura I Love Her," with which he became so emotionally involved he fell off the stage.

From the moment they come on stage to the instant they leave, the group creates an atmosphere of high school sweaters, leather jackets, and metal shop. Flash Cadillac and the Continental Kids made the hour a tremendously complete package of entertainment.

**d.e.**

## Film Review:

### And Now For Something Completely Different

Contrived predicament: You haven't been feeling well of late. You've tried everything, including putting the lime in the coconut, but nothing seems to work. You finally drag yourself over to your doctor's office and he tells you that you've got about two hours left to live.

Contrived solution: Run down to your nearest movie theatre showing "And Now For Something Completely Different" so you can at least die laughing. Should no theatre in the neighborhood be playing this particular film, threaten the nearest manager with a banana or any available fruit.

This utterly sidesplitting bundle from Britain is the work of a comedy troupe who call their collective selves Monty Python. They give a new, totally positive meaning to the word contrived, for in their film, they play everything for the laugh, the groan and the sheer ridiculousness of it all. They even turn boredom into humor. Every thread is spun to its most illogical conclusion and life is woven into a bowl of dingleberries. There is no reliance on the topical or the typical. Each of the many mini-plots is so thickened with the absurd, you can skate on it. Even the linkages between the skits are totally plotted to seem as "stupid" as possible.

Monty Python have an LP out on the Buddah-distributed Charisma label which proves they are sound comics of the first order. Their film proves they work equally well in the visual dimension. By combining animation (which makes "Yellow Submarine" look like so much "Bambi" footage) with live skits (that even a Woody Allen would have to be envious of), Monty Python succeeds in proving that "terribly English" comedy can be universally appreciated.

If you are still trying to puzzle out how one goes about threatening a theatre manager with a piece of fruit, see this comedy triumph and learn. It might be a good idea to tickle yourself incessantly for a few days prior to witnessing this experience firsthand, for your viscera will be better able to take the strain of the almost non-stop guffawing when you've forwarned your body with such conditioning, whipping it into shape for the funniest ordeal in town.

**r.a.**

## Buddy Rich

ST. REGIS HOTEL, NYC — Buddy Rich rocketed into the St. Regis Roof, July 27, and from the opening salvo, "Space Shout" that could be heard, "all the way up to Albany", quipped Buddy; and as the last note sounded from this exciting opener, it was clear that Buddy and his 15 piece group was in a state of total preparedness for the current stand. Visually and audibly the band is tremendously exciting. Buddy, one of the finest drummers around, stays with the times. The arrangements and rhythms are now sounds, combining yesterday and today, even including the funky-rock guitar. The brass section is outstanding and a solo on, "Don't Want To Leave You Now", leaves one breathless. The same is true with the sax section, they deliver the mellow lines and they can also rock out the blues and jazz. "Sassy Strut" with a funky rhythmic flow had everyone keeping time to the Buddy Rich beat. Buddy also surprises with a richly endowed subtle sense of humor, which is refreshing. For an evening of fine food and contemporary big band sound stop in and catch Buddy Rich.

**d.d.**

## Film Review:

### The Who— 'Join Together'

NEW YORK—There I was, hustling on my way to an afternoon screening, and I couldn't arrive late for a five-minute film! With "Join Together" as their current single, the Who have assembled this short promotional film segment to compliment the song's lyrical concept.

As the song begins, the movie uses a straightforward start by focusing in on Keith Moon playing his drum intro. As the camera pans to the rest of the group we discover that the strange sound at the beginning of "Join Together" is a harmonica duet between Pete Townshend and John Entwistle, and Townshend is playing his part on a two-foot long harmonica. The group is set up on a small platform in the middle of a party at a soundstage, and as the song progresses, singer Roger Daltry jumps into the audience, to be followed by Townshend and his guitar, Entwistle and his bass, and Keith Moon with his entire drum kit being pushed around by two equipment handlers! Totally intermingling with the crowd, the Who become living demonstrations of their "Join Together" theme.

The segment was lip-synched to a pre-recorded tape of the song, and it was easy to tell that the Who weren't really playing it at the time. But the film was all in fun, and more than effectively achieves its point while the Who have a great time doing so. And to intensify the good time, MCA Records held a party after the screening, at which time they previewed cuts from Pete Townshend's upcoming solo album. The label also announced that a new Who album will be out soon, as well as another solo LP from bassist John Entwistle.

**m.p.**

## Jawbone
## Hugh Masekela
## Crusaders

HOLLYWOOD PALLADIUM — As a concert hall the Palladium has been reviewed far too often, so I shall dispense with the usual denunciations and proceed with the concert. Both promoters and artists alike deserve congratulations for their presentation of this three-act show. Whatever it may have lacked in overall excitement and certainly made up for in smoothness and efficiency.

Making their debut, Jawbone did an adequate job. A nine-piece group, their music can best be described as progressive jazz R&B. They seemed to lack the polish of seasoned performers, but their ability and its potential were apparent.

Hugh Masekela perfomed a tight and precise set, leaving little doubt as to musical ability and taste. Both his conga and string bass players deserve special notice both fine solo work and overall performance, the highlight of the set being an extremely well-intoned and executed conga solo.

Although very little need be said, a lot should be said about the former Jazz Crusaders, now the Crusaders. It was apparent after the first tune that they were the dominant force of the night. To single out any one performer would be doing an injustice to the others. It will be easier to simply say the Crusaders are one of the "cookin-est" bands around, and they've been around a long time. The influence that they have made on current jazz-rock was obvious at the Palladium. It's time they receive their due.

**p.r.**

## POP PICKS

**BEN—Michael Jackson—Motown M755**

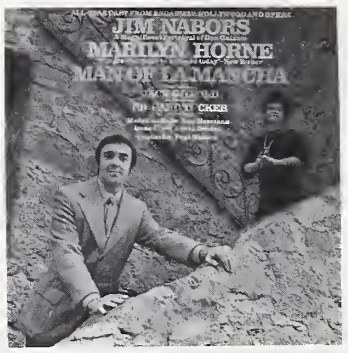
Yes, that's Willard's ex-buddy Ben on the cover, but you can't smell him anywhere on this LP . . . it's everything a Michael Jackson fan could ask for and there's a thing or two to bring new followers into the fold. Most notably, two remakes of Motown classics—The Temptations' "My Girl" and Stevie Wonder's "Shoo Be Doo Be Doo Da Day"—will surely broaden his appeal (as if he needs appeal-broadening!). There's also a fine version of the Stylistics' "People Make The World Go Round" and two excellent newies in "Greatest Show On Earth" and "What Goes Around Comes Around." Rat on, Mike!

**THE TWO OF US—Sonny & Cher—Atco SD 2-804**

This is a two record package which was previously available as "Look At Us" and "In Case You're In Love." But just because it's vintage Sonny & Cher doesn't mean it lacks contemporary appeal and selling power. Some of the duo's finest tracks—the likes of "I Got You Babe," "Baby Don't Go," "Sing C'est La Vie" and "The Beat Goes On"—can be found here. Twenty-four songs in all—each one worth a listen.

**COME BACK CHARLESTON BLUE—Original Soundtrack—Atco SD7010**

When do fellows like Donny Hathaway and Quincy Jones find time to eat and sleep? "Come Back Charleston Blue" finds them busy as ever—the former as composer and conductor and the latter in a supervisory role. The Dixieland sound is the thread which connects the various themes in this soundtrack and, of course, Donny contributes some vocals, joined on one by Margie Joseph. Lots of fun in this score.




**MAN OF LA MANCHA—Jim Nabors, Marilyn Horne—Columbia S31237**

This is a specially produced recording of the songs from the perennial Broadway hit musical. Essaying the role of Don Quixote is Jim Nabors while Marilyn Horne is heard as Aldonza. Also featured are Jack Gilford as Sancho and Metropolitan Opera great Richard Tucker as the Padre. Certainly fans of Nabors will find this record of more than passing interest. In any case, it's an interesting and frequently rewarding experiment.

## NEWCOMER PICKS

**RAMATAN—Atlantic 7236**

A new group with some new faces and sounds, and some familiar ones. The sound is a post-psychedelic phase of hard rock, placing a novel melodic approach atop a firm foundation sound triggered by drummer Mitch Mitchell (formerly with the Jimi Hendrix Experience), rhythm guitarist Mike Pinera (formerly with Iron Butterfly) and keyboard man Tom Sullivan (ex-Brooklyn Bridge). With Russ Smith pegging things down on bass, Ramatan's visual forte is the image of lovely April Lawton standing back near her huge amp, belting screaming leads out of her electric guitar—getting into her axe in enticingly unladylike fashion. Listen to "Heart Song," "Wild Like Wine," "Can't Sit Still" and "Whiskey Place."

**FIVE DOLLAR SHOES—Neighborhood NRS 47002**

A New York rock and roll band of flash and filigree—this is Five Dollar Shoes. And this LP should be their card of admittance into the inner circle of hard charging musical groups. No stops are left unpulled out, no jams are left unkicked out as this quintet whips through ten selections. Lyrically they create a miasma of surrealistic images and instrumentally they really deliver the goods. Check all the cuts, but especially, "Rain Train," "Bad Dream" and "Louise." A stomper of an album.

## POP BEST BETS

**LINDA HOPKINS—RCA LSP-4756**

Back when she was in "Inner City" on Broadway, Linda Hopkins stopped the show nightly. Now she brings her incredible vocal talent to bear on ten tunes in this, her debut solo album. Get set to hear a woman singing with all her heart! Linda shines on Paul Simon's "Congratulations," "Reach Out And Touch Somebody's Hand," "Please Send Me Somebody To Love" and from her Broadway triumph, "Deep In The Night." For Linda this is only the beginning but what a beginning!

**CHOICE CUTS—Pure Food And Drug Act—Epic KE 31401**

Pure Food And Drug Act, or simply PF & DA, consists of Harvey Mandel, lead guitar; Sugarcane Harris, violin; Randy Resnick, rhythm guitar; Victor Conte, bass; and Paul Lagos, drums. Quite an impressive line-up of musicians. And funky bluesy music is what they are all about. A brace of original tunes plus a dash of Lennon-McCartney ("Eleanor Rigby") and there you have it—a hearty hellish album from a hearty heavy bunch.

**AMBUSH—Marc Benno—A&M 4364**

Marc Benno explains what the "bidnez" of making Southern music is all about. Known for his studio backup guitar work and songwriting for personalities such as Rita Coolidge, Benno projects a freewheeling, downhome head as a solo performer. With astute backup from Booker T. Jones on horn, bassist Carl Radle, drummer Jim Keltner, bassist Ray Brown and vocalist Bonnie Bramlett, Marc runs through a set of originals that are partly arranged and partly improvised, nice and easy Southern-style. Highlights include "Hall Street Jive," "Donut Man," "Here To Stay Blues" and "Share."

**REEBOP—Reebop Kwaku Baah—Island SW-9304**

If you happened to catch the most recent Traffic tour, chances are you left the auditorium raving about the percussion work of one Reebop Kwaku Baah. He certainly livened up the proceedings with his impassioned playing. Now this talented artist has put together an album of just that sort of driving, rhythmic music. He sings too, in a throaty voiced compelling fashion. His buddy from Traffic, Stevie Winwood, shows up on one track and that song, "Softly Weeping," and a little thing called "Silly Boy," are among the LP's highlights.

**GOD SAVE THE QUEENS—Sandy Baron—A&M SP4355**

Comedy is alive and well on the charts these days and the latest contender in the field is this LP by Sandy Baron and friends. Using the theme of gay liberation, Baron and co-author James R. McGraw have come up with ten skits. "That Was Your Life" is an amusing take-off on the Ralph Edwards tv show, even while it focuses on a gay star's reluctance to share his privacy with the viewing public. "Buy Gay" is another gem—it's set in New York's garment district. But those two tracks just happen to be our favorites—no doubt you'll find your own on this controversial album.

**SUN DOWN LADY—Lani Hall—A&M SP4359**

If you're a fan of Sergio Mendes then chances are you can already be counted among the admirers of Lani Hall's singing talent. For some time now she has been an integral part of Mendes group and now she steps out on her own via a refreshing new album produced by Herb Alpert. "Tiny Dancer," "Vincent" and "Wherever I May Find Him" are given breathtakingly beautiful renditions. Keep an eye on Lani Hall (and both your ears too!).

# insight&sound continued

**NEW YORK:** (Cont'd from p. 24)

more obscure soul items help to confirm the Stones propensity of digging real deep in the tradition to come up with just the right material: **Barbara Lynn's** "Oh Baby (We Got A Good Thing Goin')" and a **Leiber-Butler** boogie blues, "Down Home Girl" which was to serve as prototype for many of their own tunes. "Now!" began to prove the Stones could come up with originals as solid as their re-interpretations, especially with "Heart Of Stone" and "Surprise Surprise"—at the opposite end of the tempo spectrum, while being similar in their emotive content.

It's easy for a listener to be so taken with their originals on the next LP, "Out Of Our Heads" ("Last Time," "I'm Free," "Play With Fire" and of course "Satisfaction") that the influences seem relegated to the back seat for the first time But Jagger's vocal prowess broadens now to encompass the rawer **Don Covay** ("Mercy Mercy") in addition to the perfecting of **Solomon Burke's** understated sorrow ("Cry To Me"). "December's Children" completes the range of influences with two final but pivotal breeds of sound. Their cover of **Arthur Alexander's** third hit "You Better Move On" (The Beatles' had long since done his first one over, "Anna") seemed to be very important in finally solidifying Jagger's vocal umph. (Alexander has recently resurfaced on Warner/Reprise; after a fine LP on Janus, **Don Covay** has moved to Mercury and **Solomon Burke** now records for MGM. Anyone who really wants to hear where the Jagger style was drawn from would do well to get a hold of these guys.)

"December's Children" also brought the Stones around to **Hank Snow,** and although their version of "I'm Movin' On" here is hardly country-infected, it did set the band off on the right track to later record "High And Dry" on the "After math" LP and the later emerging country things on "Beggar's Banquet."

"Aftermath" featured **Brian Jones'** sitar on "Paint It Black" and the monster-lengthed (at the time) cut "Goin' Home." From then on, you could safely call the boys "ecclectic," able to switch gears into and out of "Their Satanic Majesty's Request" smoothly and all on their own power. "Let It Bleed" did introduce **Robert Johnson** to a mass audience through "Love In Vain" (still an important live tune in their act), and their recent waxings of **Slim Harpo's** "Shake Your Hips" and **Fred McDowell's** "You Gotta Move" are by far not throw-aways or fill to the quintet. But the Stones have done what so few bands have been able to do—start with the old and create something completely new out of their own experience with the accomplishments of the past. So much so that to call them "blues" today seems to be at the most inaccurate and at the very least incomplete. They are more than a past, a present and a future, for their musical legacy is an uncontrived link with all three. **robert adels**

Next week: THE ROLLING STONES: A SPACE IN TIME (PART TWO)—IMAGE & STYLE.

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**HOLLYWOOD:** (Cont'd from p. 24)

won't be one you'll hear on the radio unless the precedent of **Mick Jagger's** mundane "Sweet Virginia," getting airplay, has loosened censoring restrictions. "It played for a short time on a New York station, and a lot of old ladies began writing obscene letters to the station and the FCC about it. I don't see how the song could have bothered them. I never heard of some of the words **they** used," chuckled Dave. Anyhow, "Sammy's Song" should be heard, as it clearly is a creation that transcends pedestrian talent and puts Dave a conspicuous head-and-shoulders above the latest onslaught of folk-singer-writers. But he doesn't intend to rest on his laurels. "The next LP will be completely different, except that it will be just as varied as the first one. My philosophy is to do anything you can get away with."

It has been ten years since Dylan emerged out of the Village. Now comes **Dave Bromberg.** Enough words. It must be heard. Then it is believed.

**stann findelle**

David Bromberg

FUNK TO FOUR — Organist Craig Frost will be a special guest performer with the members of Grand Funk Railroad in the fall, joining Mark Farner, Don Brewer and Mel Schacher at all concert dates, according to the group's manager Andy Cavaliere.

Cavaliere said that Frost has been recording with the trio at sessions now in progress at Soundshop Studios in Nashville. The group is developing an album, their eighth, scheduled for fall release.

Frost, who has played professionally for some five years, is from the same area as Farner, Brewer and Schacher, Flint, Mich., and periodically appeared with them prior to the formation of Grand Funk Railroad.

Grand Funk Railroad have had seven previous album releases, all of which were certified gold by the RIAA.

# cashbox/album reviews

## Pop Best Bets

**BREAKING UP IS HARD TO DO—Heaven Bound With Tony Scotti—MGM SE4356**

Summer is still definitely with us and here is a record for the season and probably for the winter months too. Tony Scotti and Heaven Bound scored recently with "He'd Rather Have The Rain" and now they join that number to nine others and the result is an easy listening experience. Title tune finds the group in fine fettle and other standouts include "Come Run With Me," "Five Hundred Miles" and "Reaching Out For Someone."

**I CAN SEE CLEARLY NOW—Johnny Nash—Epic KE 31607**

For all the publicity we've witnessed about the coming of reggae-rock and/or reggae-soul, this is the first LP to be entirely devoted to it. Johnny's been living in Jamaica for some time now, so he knows whereof he sings and it shows. From his current single "I Can See Clearly Now" on through the churnin' "Stir It Up" and the nutritious "Guava Jelly," this is clearly the album to point to when folks ask what all the publicity has been for. When you get to Johnny Nash's latest, you've arrived at the islands in style.

**CUFFED, COLLARED & TAGGED—Swamp Dogg—Cream CR 9009**

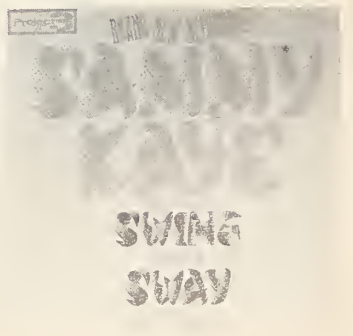
This is Swamp Dogg's third album and by far the best. His songs are imbued with sensitivity for all the lonely and oppressed and when he thumbs through the catalogs of other songwriters he comes up with gems like John Prine's "Sam Stone," the Beatles' "Lady Madonna," and "Don't It Make You Wanta Go Home." Other fine tracks: "In My Resume" and "Your Last Dirty Trick." Get to know Swamp Dogg because he is saying something!

**LIKE A SEED—Kenny Rankin—Little David LD 1003**

It's sure been a long wait for this, Kenny Rankin's third LP (and first for the label). We've missed his straightforward poetry and his magical tenor that's about as close to heaven as any mortal's going to get. There are a few funky numbers here, but we're partial to his ballads, especially "Eartheart" and the pastoral "Peaceful." Many tunes were co-written with wife Yvonne and their progeny form a beautiful choir for the title tune. Jim Horn's woodwind and horn arrangements help make this album a particular joy. This should be the LP to turn gentle musician into gentle star.

**THE AUCTION—David Axelrod—Decca DL 75355**

Once he was billed as the Rock Messiah; now he returns with what might be termed a freedom suite. Taking the theme of slavery's oppression, Axelrod has created a work which veers neatly between rock and jazz. Joining him in a producing role is no less a jazz personage than Julian "Cannonball" Adderley and among the musicians lending a hand is David T. Walker. An ambitious project which succeeds. A totally absorbing album.




**NEW RECORDINGS OF SAMMY KAYE/IF YOU'VE GOT THE TIME—Project 3 PR5065SD**

The man who made the phrase Swing & Sway a way of life returns with another helping of MOR flavored numbers. "If You've Got The Time," performed by Johnny Mack, who created the familiar Miller's commercial, kicks things off and Sammy and the band follow through with "I'd Like To Teach The World To Sing," "We've Only Just Begun," "For The Good Times" and a half dozen more. Breezy, brassy outing.

# Country Roundup

Mel Tillis says "I Ain't Never" . . . The Thrasher Brothers will be the hosts of the TV show, "America Sings," to be taped at WLW-TV in New Orlease on Aug. 28. Their guests include the Cathedral Quarter . . . Frank Gosman, president of Country Showcase America Record Co., has been named Maryland's Country Music Man of the Year 1971-72 by Maryland's young country music artists at Big Dipper in Beltsville, Maryland . . . While **David Rogers** was entertaining the service men recently, vandals broke into his home and stole thousands of dollars worth of musical equipment belonging to David and his young son **Tony**. One piece was a Martin guitar that is now a collector's item and cannot be replaced . . . Within a period of two days and five shows, the **Oak Ridge Boys** recently gave performances to nearly 23,000 people attending shows in Nashville. The handsome hymn singers initially hosted and performed as part of the Third International Gospel Music Festival and due to their growing importance in the country field, it was the request of Opry manager **Bud Wendell** that they additionally appear on the Grand Ole Opry. The group records for **Heart Warming** and is booked by the **Don Light** Talent Agency . . . 7 pound, 13 ounces moonchild **Brandon Thomas** has checked into the **Larry Baunach's** household. Father Larry is national country promo man for Dot Records.

It's back to work for RCA's **Waylon Jennings** who has sufficiently recovered from his bout with hepatitis to be released from the hospital. Waylon's current hit single is "Sweet Dream Woman" . . . **Roger Scutt**, alias **Captain Midnight**, has been named manager of **Bobby Bare's** Return Music Publishing Co. . . . **Jay Hoffer**, vice president of Country KRAK Radio, Sacramento, has been elected vice president of the Sacramento Convention & Visitors Bureau . . . **Judy Lynn** will be goodwill ambassador for "Dairy Queen" for the State of Texas and through an extensive promotion campaign via personal appearances and radio and TV commercials should make the "Dairy Queen" taste a whole lot better . . . A program of southern-style gospel songs. The **Elmer Childress** the country's longest running daily gospel music program and still commands a number one rating in its time period. It is seen Monday thru Friday at 12:15 PM on KWN, Wichita . . . Show Biz recording artist **Paul Ott** is composing the theme song which he will perform before the American Forrestry Assoc.'s National Convention in Washington, D.C. in October. Paul has appeared frequently before national groups on behalf of conservation including the National Boy Scouts of America Jamboree in Los Angeles, and National Wildlife Federation Convention Awards Banquet in Mexico City.

That pint-sized California gal, **Kenni Husky** has just announced release of her latest disc, "Hollywood & Vine . . . The upbeat catchy tune was penned by **Bob Morris** and his wife, Faye, the songwriting team who gave country music "Made In Japan," currently in release by **Buck Owens** and a hit across the nation. Bob is no newcomer to catchy country tunes: "Pitty. Pitty, Patter," Fishin' On The Mississippi," and "Buckaroo" are but a few of his hits. . . . **Jeff Young**, whose recent Rice recording of "Sweet City Woman," was a national hit, has followed that up with a new single titled, "California Lady". Young is currently in the middle of a two week engagement at the Cow Palace in Albuquerque and is set for a similar stint at Mason City, Iowa's famed Stage Coach in late August and early September . . . A new Dot album set for early release was recorded live by **Roy Clark** recently at the Landmark in Las Vegas. Inde producer **Joe Allison** handled production while **Jim Williamson** of Nashville's Woodland Studio worked the engineering . . . A crowd of 12,000 country music fans attending the **Webb Pierce/Koko The Country Clown** Show on July 28 and 29 shattered all previous attendance records at the Hood River, Oregon, fairgrounds . . . Next single release for Dot hitster **Tommy Overstreet** is "Heaven Is My Woman's Love". The song recently garnered 6 encores on a stage debut in Tampa, and the record label feels so strongly about it they're having Tommy record it in German, French and Italian for international release.

Sept 23 is slated to be "Jamey Ryan Day" for the pretty Show Biz recording artist in her hometown of Karnes City, Texas. The former state beauty queen will headline daytime festivities prior to an evening country music concert . . . The **Stan Hitchcocks** have moved from Franklin, Tennessee, to a new farm near Dickson, Tennessee . . . As the first step in the formation of his own back-up instrumental group, **Dickey Lee** has hired **Ric Simpson** as lead guitarist on a full-time exclusive basis. Simpson, whose father was a part-time gospel singer, and whose childhood years were steeped in country music and in the gospel quartet traditions of such groups as the Stamps-Baxter Quartet, has been a road musician for the past eight years. His professional work was mainly in the rock field all over the nation . . . **Jim Ed Brown's** latest RCA album is due for release in September and will be titled "Jim Ed Brown Is Blue" . . . **Patsy Sledd** is busy sleddin' in and out of state fairs with August appearances all set to cover seven states, according to her booker, **Shorty Lavender** . . . Decca recording artist of "Darlin'" acclaim, **Wayne Kemp**, set a record attendance of 1200 at the Village Barn in Knoxville, Tennessee and is rebooked for an immediate return . . . **George & Tammy's** Old Plantation Music Park in Lakeland, Florida is to be the site of a benefit show Aug. 27, with all talent already secured by **Shorty Lavender**. Featured acts include **George Jones, Tammy Wynette, Patsy Sledd, Harold Morrison, The Jones Boys, Jeanne Pruett** and **Don Gibson**. All proceeds from the event will go to a local orphanage, The Lakeland Girl's Villa.

Texas recently rolled out the "red carpet" for **Charlie McCoy** when he guested on a number of radio shows, and climaxed the tour by playing the National Anthem at The Dome when the **Houston Astros** played the **San Francisco Giants**. Charlie's current hot Monument single is "I'm So Lonesome I Could Cry" . . . Looks like Decca has a real hot one out with their purchased master "Miss Pauline," with **Henry Briggs** as artist . . . Artist/Songwriter **Lawton Williams** has recently resigned his post at radio station WBAP, Fort Worth, Texas to devote his full time in operation of several of his own businesses. His new offices are located in the **Lawton Williams** Building, 6505 Lancaster, Fort Worth . . . All under one roof, Lawton is operating an antique shop, a gun store, an insurance agency, an advertising agency and a secluded office just for his songwriting activities . . . MGB Productions have moved to new offices in the Century Plaza Complex, 2000 Richard Jones Road, Suite 130, in Nashville. The hit production company consists of **Ricci Mareno**, executive producer, **Jerry Gillespie** and **Charlie Black** . . . **Joe Lawless**, program director at WKDA in Nashville, says WKDA is now ready to bring Music City a truly great country music outlet . . . With the addition of new morning man, **Skip Williams** (formerly with WXCL, Peoria) Lawless reports he now has an experienced country staff put together. Personnel are **Skip Williams, Anthony George, Joe Lawless, Jerry Pond**, and **Tony Maddox**. Artists are invited to the WKDA studios at anytime, between 6 PM and 6 AM for airtime.

The **Oak Ridge Boys** are scheduled for a return trip to the northwest United States and Canada from Oct. 30—Nov. 5 where they will appear in Portland, Seattle, Vancouver, Kewlona, Edmond and Calvery . . . **David Rogers** and **Pete Drake** performed at the 125th birthday celebration of Atlanta, Georgia. They were honored as home town celebrities that made it good in the music industry . . . The **Jack Greene/Jeannie Seely** show and **Del Reeves & The Good Time Charlie**, two acts considered to be among the flashiest productions in country music circles, have 60 fair dates logged between them. The exceedingly high number of outdoor concerts on the "sawdust circuit" (39 for Greene, 21 for Reeves) sets a high water mark for both the acts as well as their agency, Top Billing . . . The **Stonemans** set to vacation Aug. 14-22 after working 33 of 44 preceding days . . . RCA's **Jim Ed Brown** flying high in a brand-new bus with an especially built stateroom for the **Cates Sisters, Marcie and Margie**.

Top Billing, Inc's Andrea Smith, with the company since its inception in 1968, promoted from front desk to full-fledged agency status . . . **Ben Peters**, Nashville songwriter who wrote the million selling "Kiss An Angel Good Mornin'" and the recent #1 "It's Gonna Take A Little Bit Longer" is checking into Vanderbilt Hospital for surgery to remove a kidney stone. Peters was the writer of "Let Me Live" that won a grammy for **Charley Pride** this year for the best gospel performance . . . The **Judy Lynn** show, featuring **Tanya Tucker**, will headline various fairs and rodeos throughout July, August and September, including the Madison Square Garden Rodeo, Sept. 6-10.

GLEN GIVES—It was standing room only, as usual, when Glen Campbell made an appearance at the Country Music Foundation in Nashville to donate the guitar he used in the 1970 motion picture "Norwood" to the CMF Hall of Fame and Museum. Bill Ivey, foundation director, accepted the instrument before the overflow crowd of 200 in a brief ceremony at which Campbell also dropped off copies of his new Capitol single, "I'll Never Pass This Way Again."

## ASCAP Music Awards Dinner

NASHVILLE — ASCAP'S 1972 Country Music Awards Dinner will be held Wednesday night, Oct. 18, according to an announcement by Ed Shea, southern region executive director.

The annual awards dinner honors the writers, publishers, producers and artists of the 1972 award-winning ASCAP country music songs.

"Because of the increase in ASCAP chart activity, we will have a record number of award winners this year," Shea stated.

## Price Signs With Blake

NASHVILLE — Ray Price, Columbia artist for the past 21 years, has signed a booking contract with Dick Blake, general manager of the Hubert Long Talent Agency.

Price and Blake, both native Texans, have had an association of some 15 years. This marks the first time in a number of years that Price will have been booked out of Nashville. He now makes his home near Dallas.

Bookings through the Hubert Long agency will cover all areas of personal appearances The contract was negotiated by Tony Bifano, Price's manager and Blake.

Price over the years has been among the leading record sellers with Columbia, has had numerous number one songs, and on eight occasions has been selected by the trades as "outstanding" in the field of country music. He also has won a Grammy, and a Country Music Association Award for his album, "For the Good Times".

## Knight Unveils Equity Dynamics

NASHVILLE — Equity Dynamics, a new firm was recently introduced to the music city scene in July during a cocktail party held at the Belle Meade Country Club.

Bob Ferguson, Don Sheffield, Early Williams, L. Ray Patterson and Tex Ritter hosted the event.

The company, the first of its kind in Nashville, provides financial management for entertainers and individuals in the music industry.

"At present we're engaged in the development of real estate projects including entertainment facilities, shopping centers and apartments for clients who require specialized tar-sheltered investments," commented Donald L. Knight, the company's president.

"In many instances," Knight said, "successful entertainers lose fortunes because of the lack of guidance in the area of financial management. Singers, musicians fall victim to improper financial management daily. The number of people taken advantage of in the last few years than ever before."

Knight, former director of development for Vanderbilt University School of Medicine, was a corporate profit-sharing representative with Financial Programs, Inc. an investment company. He is registered with the National Assoc. of Security Dealers as a securities representative.

Vice-president and secretary of the firm, located in the Sesac Building on Music Row, are Edwin S. Gardner and Tom Ritter.

Chuck Navarro, assistant to the president and Dick Kent, well-known radio and TV personality, are both in charge of client management for the firm.

The client publisher coordinator, Connie Conviser was formerly with the Blackwood Brothers, and Brenda Moon serves as the company's bookkeeper and tax advisor.

# MCA-Decca's Disk Archives To CMF Library/Media Center

UNIVERSAL CITY — The Country Music Foundation Library and Media Center has received a donation of more than 5,000 country discs from the New York archive of the MCA-Decca organization. The collection includes many rare Vocalian and Brunswick 78 rpm discs and is particularly strong in the years between 1950 and the mid-1960s. All discs are unplayed, and many are test pressings.

Making the announcement in Nashville, Jack Loetz, vice president of MCA-Decca, stated, "We feel that the Foundation facility is an excellent storage place for our country archive. The Library and Media Center will catalog the material, and it will be housed in close proximity to Decca's Nashville operation. For those two reasons we feel that this donation will benefit both the Decca operation and researchers using the Library and Media Center."

Danny R. Hatcher, Library and Media Center Archivist, noted that Decca will retain access to the material for study and for re-issue purposes. "We are, in a sense, holding the collection in trust for MCA-Decca," Hatcher said, "and we are determined to make the cataloging and storage of this fine library a model for all media archives."

The collection was transported from the Park Avenue offices of MCA to Nashville by the foundation staff. William Ivey, foundation executive director, commented, "Driving the collection down here was an adventure in itself. Danny and I drove all night in a rented truck to prevent daytime heat from damaging the discs. Every time we hit a bump in the road we cringed a bit, but not one disc was broken or damaged."

Because of the size of the donation, the collection has been designated "The MCA-Decca Library" and has been given a special section in the library and media center's stack area. Ivey commented: "We hope that this donation will prompt other firms to house their archives in our Library. Many record companies have noticed that material in their archives is missing or is difficult to locate. Because companies are in the business of manufacturing and selling new discs, they can't be expected to devote large amounts of money or staff time to their collections of historical recordings. The Foundation Library, however, devotes all of its resources to these activities. We hope that MCA's thoughtfulness will encourage other organizations to make similar donations."

## Rogers As Mega Exec

NASHVILLE—Mega Records & Tapes has furthered their efforts into the rock and pop music fields with the announcement of the appointment of Larry Rogers to the position of executive producer. Rogers primary project will be the opening of an office in Memphis where he will concentrate on finding and developing new artists.

The Memphis Mega offices will be located in Bloc-6 Recording Studio, 1518 Chelsea Avenue, of which Rogers is part owner, which is undergoing extensive renovations of its recording facilities. The studio will remain an 8-track facility and will reopen for custom recording business in Mid-August. Bloc-6, formerly named Lyn-Lou Recording Studio has been utilized by such artists as Tony Joe White, Brother Jack McDuff, Caboose, Bill Black's Combo, James Carr, Earl Gaines, and Dan Penn.

Rogers will divide his time between Memphis and Nashville, and will continue to produce Mega country artists Patsy Sledd and Jerry Jaye.

## 3 More For Golf Tourney

NASHVILLE—Three of the top recording artists in the country have accepted invitations to play in the Music City Pro-Celebrity Golf Tournament which will be held at Crockett Springs National Golf and Country Club Oct. 13-15. Boots Randolph, Jerry Reed and Porter Wagoner have joined Glen Campbell in making an early commitment to the Music City.

These three men and Campbell have played in the Music City for the last several years, and will join other celebrities who will be playing in the 8th annual event. These celebrities will be paired with 35 golf professionals (past tournaments have included greats like Lee Trevino, Charles Coody, Don January, Frank Beard, Mason Rudolph and Bruce Develin), who are playing for the grand prize of a guitar, rather than a $50,000 purse.

The field also includes 35 Tennessee country gentlemen and 35 music executives. The Country Music Assoc., the Nashville Area Junior Chamber of Commerce, and the Nashville Tennessean co-sponsor the tournament. Frank Rogers is tournament director.

## Cash's New Manager & Pub

NASHVILLE — The career of Epic recording artist, Tommy Cash has expanded into a number of new areas with the signing of a new personal manager, the purchase of a music publishing firm, and the formation of an official international fan club.

Frank Campana, president of Frank Campana Personal Management, Inc., in New York City, is his new personal manager, Cash announced. An exclusive with Columbia Records for 16 years, Campana organized his management firm earlier this year and already represents a number of top stars.

"I have some plans for Tommy, including more network TV, some commercials (Almond Joy Candy) and some important overseas tours covering Germany, Spain, Italy, and Holland, Nov. 10 through Nov. 20 of this year," Campana said yesterday in New York.

Cash also confirmed the purchase of Tomcat Music, Inc. from longtime friend, Tomcat Reeder, of Radio Station WDON, Washington, and announced that the firm is being moved to Nashville. Ironically, the first song, a Christmas duet with Johnnny Cash and Tommy Cash, will be released in November.

"Buddy Lee Attractions, Inc. of Nashville will continue as my home base agency," Tommy said.

## Country Artist of the Week: TONY BOOTH

A WHOLE LOT OF SOMETHING: Born in Tampa, Florida, Tony Booth's first association with music came in the form of an awesome classical tuba. In fact, Tony attended the University of New Mexico in hopes of becoming a music teacher, but he added another dimension to his musical career—the guitar—which soon led to singing, with the end results a self-styled successful country sound.

Tony has recorded with many labels, K-ARK, UNI, BUB and MGM, where he recorded "Irma Jackson", but has since signed a Capitol recording contract where he has enjoyed such success as "Cinderella", "Keys In The Mailbox", and his current hit single "A Whole Lot Of Something".

Tony also has a back-up band which includes his brother Larry. In 1970 they won the Academy of Country & Western Music's Best Band Award. When Tony is not traveling with the Buck Owen's All American Show and guesting on the Buck Owens Ranch Show, he is busy on the fair and concert circuits with bookings handled by the Omac Artist Corp.

## Brown To Head MCA C&W Promo

UNIVERSAL CITY—John N. Brown has been appointed national country promotion director for MCA Records, Inc., based in Nashville.

Brown formerly was national promotion director for Hickory Records, Inc., and during the years he spent three, was responsible for taking Hickory from an almost defunct country label back into the mainstream as a strong independent. He also was directly involved in the establishment of Don Gibson as a consistent country and western hit maker, after almost 10 years' absence from the top of the national charts.

The new appointment was made by MCA's promotion v.p. Pat Pipolo, who said, "John's extensive promotion experience will be an invaluable asset to MCA. It is with great pride and pleasure that I make this announcement and welcome him to the MCA family."

## Billy Walker Returns To TV

NASHVILLE — MGM's Billy Walker is scheduled to return to the TV scene with his own "Country Carnival" this September, airing in choice time slots on approximately 30 markets the first month.

Walker, often tagged as the Tall Texan, is now preparing for his return ride into television land via a syndication route being handled by Show-Biz, Inc., out of Nashville, Tennessee.

Among guest artists who will join him are such names as Hank Williams, Jr., Merle Haggard, Jerry Reed, Tex Ritter, Hank Snow, Jack Greene, Faron Young, Charlie Pride, Sammi Smith and Archie Campbell.

The show, which was filmed at WSIX-TV studios in Music City is being sponsored by Physicians Mutual Insurance Co.

# CashBox/CountryTop75

| | | | |
|---|---|---|---|
| 1 | **WOMAN (SENSUOUS WOMAN)** Don Gibson (Hickory 1638) (Acoustic—BMI) | 3 | |
| 2 | **IT'S GONNA TAKE A LITTLE BIT LONGER** Charley Pride (RCA 0707) (Pi-Gem—BMI) | 1 | |
| 3 | **BLESS YOUR HEART** Freddie Hart (Capitol 1362) (Buckhorn—BMI) | 6 | |
| 4 | **THERE'S A PARTY GOING ON** Jody Miller (Epic 10878) (Algee, Flagship—BMI) | 9 | |
| 5 | **LISTEN TO A COUNTRY SONG** Lynn Anderson (Columbia 45615) (Jasperilla—ASCAP) | 4 | |
| 6 | **SOFT, SWEET AND WARM** David Houston (Epic 10870) (Algee—BMI) | 7 | |
| 7 | **LOVING YOU COULD NEVER BE BETTER** George Jones (Epic 10858) (Altam—BMI) | 2 | |
| 8 | **I'M GONNA KNOCK ON YOUR DOOR** Billy "Crash" Craddock (Cartwheel 216) (Ann-Rachel—ASCAP) | 12 | |
| 9 | **THE CEREMONY** Tammy Wynette & George Jones (Epic 10081) (Algee—BMI) | 13 | |
| 10 | **IF YOU LEAVE ME TONIGHT I'LL CRY** Jerry Waliace (Decca 32989) (Leeds—ASCAP) | 15 | |
| 11 | **HERE I AM AGAIN** Loretta Lynn (Decca 32974) (Evil Eye—BMI) | 16 | |
| 12 | **SWEET DREAM WOMAN** Waylon Jennings (RCA 0716) (Blackwood Back Road—BMI) | 5 | |
| 13 | **BORROWED ANGEL** Mel Street (Royal American 64) (Levisa—BMI) | 8 | |
| 14 | **REACH OUT YOUR HAND** Tammy Wynette (Epic 10856) (Algee/Altam—BMI) | 10 | |
| 15 | **LOVE IS A GOOD THING** Johnny Paycheck (Epic 10876) (Jack & Bill—ASCAP) | 11 | |
| 16 | **THE ROADMASTER** Freddie Weller (Columbia 45624) (Young World/Central Stars—BMI) | 17 | |
| 17 | **ASHES OF LOVE** Dickie Lee (RCA 0710) (Acuff-Rose—BMI) | 18 | |
| 18 | **IF YOU TOUCH ME** Joe Stampley (Dot 17421) (Algee/Al Galico—BMI) | 22 | |
| 19 | **I'M SO LONESOME I COULD CRY** Charlie McCoy (Mounment 8546) (Fred Rose—BMI) | 20 | |
| 20 | **WHEN THE SNOW IS ON THE ROSES** Sonny James (Columbia 45644) (Miller/Amra—ASCAP) | 25 | |
| 21 | **AIN'T IT ALL WORTH LIVING FOR** Tompail & Glaser Bros. (MGM 14390) (Milene—ASCAP) | 21 | |
| 22 | **THE MONKEY THAT BECAME PRESIDENT** Tom T. Hall (Mercury 73297) (Hallnot—BMI) | 23 | |
| 23 | **THIS LITTLE GIRL OF MINE** Faron Young (Mercury 73308) (Dixie Jane/Court of Kings—BMI) | 27 | |
| 24 | **I CAN'T STOP LOVING YOU** Conway Twitty (Decca 32988) (Acuff-Rose—BMI) | 29 | |
| 25 | **LOOKING BACK TO SEE** Buck Owens & Susan Raye (Capitol 3368) (Dandelion—BMI) | 30 | |
| 26 | **I'VE GOT TO HAVE YOU** Sammi Smith (Mega 0079) (Buckhorn—BMI) | 19 | |
| 27 | **IF IT AIN'T LOVE (LET'S LEAVE IT ALONE)** Connie Smith (RCA 0752) (Blue Crest—BMI) | 34 | |
| 28 | **WHISKEY RIVER** Johnny Bush (RCA 74-0745) (Nelson—BMI) | 36 | |
| 29 | **ALABAMA WILD MAN** Jerry Reed (RCA 0738) (Vector—BMI) | 31 | |
| 30 | **LONELY WEEKENDS** Jerry Lee Lewis (Mercury 73296) (Knox—BMI) | 14 | |
| 31 | **DELTA DAWN** Tanya Tucker (Columbia 45588) (United Artists/Big Ax—ASCAP) | 24 | |
| 32 | **MY HEART HAS A MIND OF ITS OWN** Susan Raye (Capitol 6494) (Screen Gems/Columbia/Mandan—BMI) | 26 | |
| 33 | **MISSING YOU** Jim Reeves (RCA 0744) (Valley—BMI) | 45 | |
| 34 | **A SEED BEFORE THE ROSE** Tommy Overstreet (Dot 17418) (Terrace—ASCAP) | 28 | |
| 35 | **A WHOLE LOT OF SOMETHIN'** Tony Booth (Caiptol 3356) (Blue Book—BMI) | 37 | |
| 36 | **IF I HAD A HAMMER** Johnny Cash & June Carter (Columbia 45631) (Tro-Lunlow—BMI) | 33 | |
| 37 | **I'M IN LOVE** Buddy Alan (Caiptol 6518) (Blue Rock—BMI) | 38 | |
| 38 | **I'VE FOUND SOMEONE OF MY OWN** Cal Smith (Decca 32959) (Mango/Run-A-Muck—BMI) | 35 | |
| 39 | **I WANT YOU** Johnny Carver (Epic 10872) (Green Grass—BMI) | 40 | |
| 40 | **RAIN FALLING ON ME** Johnny Russell (RCA 0729) (Husky—BMI) | 42 | |
| 41 | **A WORLD WITHOUT MUSIC** Porter Wagoner (RCA 0753) (Owepar—BMI) | 53 | |
| 42 | **STONIN' AROUND** Dick Curless (Capitol 3354) (Cedarwood/Sawgrass—BMI) | 41 | |
| 43 | **THAT CERTAIN ONE** Tommy Cash (Epic 10885) (House of Cash—BMI) | 47 | |
| 44 | **OLD FASHIONED LOVE SONG** Jeris Ross (Cartwheel 214) (Almo—BMI) | 49 | |
| 45 | **YOU'VE GOTTA CRY GIRL** Dave Dudley (Mercury 73309) (Six Days—BMI) | 54 | |
| 46 | **WASHDAY BLUES** Dolly Parton (RCA 0757) (Owepar—BMI) | 62 | |
| 47 | **THE HAPPIEST GIRL IN THE WHOLE U.S.A.** Donna Fargo (Dot 17409) (Prima-Donna-Algee—BMI) | 44 | |
| 48 | **CLASS OF '57** Statler Bros. (Mercury 73315) (House Of Cash—BMI) | 58 | |
| 49 | **IT MEANT NOTHING TO ME** Diana Trask (Dot 17424) (Green Apple/Sunbeam—BMI) | 51 | |
| 50 | **PRIDE** Jeannie Seely (Decca 32964) (Cedarwood—BMI) | 56 | |
| 51 | **DADDY DON'T YOU WALK SO FAST** Wayne Newton (Chelsea 100) (Jewel—ASCAP) | 52 | |
| 52 | **BIG BLUE DIAMOND** Jacky Ward (Target 0146) (Fort Knox—BMI) | 48 | |
| 53 | **LUCY** Eddy Arnold (RCA 0747) (United Artists—ASCAP) | 60 | |
| 54 | **BEAUTIFUL PEOPLE** Pat Daisy (RCA 0743) (Ismael/Coors—BMI) | 59 | |
| 55 | **BABY DON'T GET HOOKED ON ME** Mac Davis (Columbia 45618) (Bridgeport—BMI) | 74 | |
| 56 | **SYLVIA'S MOTHER** Bobby Bare (Mercury 73317) (Evil Eye—BMI) | — | |
| 57 | **TORN FROM THE PAGES OF LIFE** Stonewall Jackson (Columbia 45632) (Algee—BMI) | 67 | |
| 58 | **DON'T PAY THE RANSOM** Nat Stuckey (RCA 0761) (Cedarwood—BMI) | 64 | |
| 59 | **ALWAYS ON MY MIND** Brenda Lee (Decca 32975) (Press/Rose Bridge—BMI) | 63 | |
| 60 | **GOODBYE** David Rogers (Columbia 45642) (Pix Russ—ASCAP) | 65 | |
| 61 | **WHAT IN WORLD HAS GONE WRONG WITH OUR LOVE** Jack Green & Jeannie Seely (Decca 32991) (Tree—BMI) | 70 | |
| 62 | **I AIN'T NEVER** Mel Tillis (MGM 14418) (Cedarwood—BMI) | 66 | |
| 63 | **ONEY** Johnny Cash (Columbia 45660) (Passkey—BMI) | — | |
| 64 | **I WILL NEVER PASS THIS WAY AGAIN** Glen Campbell (Capitol 3411) (Vegas—BMI) | — | |
| 65 | **CALL ON ME** Jeanne Pruett (Decca 32978) (Athens—BMI) | 68 | |
| 66 | **NEVER BEEN TO SPAIN** Ronnie Sessions (MGM 14394) (Lady Jane—BMI) | 71 | |
| 67 | **GONE (OUR ENDLESS LOVE)** Billy Walker (MGM 14377) (Ann Rachel/Bestway/Venomous—ASCAP) | — | |
| 68 | **I DON'T MIND GOIN' UNDER** Charlie Walker (RCA 8730) (Hill & Range/Blue Crest—BMI) | 69 | |
| 69 | **NORTH CAROLINA** Dallas Fraizer (RCA 0748) (Blue Crest/Hill & Range—BMI) | 75 | |
| 70 | **YOU BABE** Lefty Frizzell (Columbia 45652) (Blue Crest—BMI) | — | |
| 71 | **CLAUDETTE** Compton Bros. (Dot 17427) (Acuff-Rose—BMI) | — | |
| 72 | **UNEXPECTED GOODBYE** Glen Barber (Hickory 1645) (Acuff-Rose—BMI) | — | |
| 73 | **LAST TIME I CALL SOMEBODY DARLIN'** Roy Drusky (Mercury 73314) (Blue Crest/Hill & Range—BMI) | 73 | |
| 74 | **ASTROLOGY** Liz Anderson (Epic 10896) (Greenback—BMI) | — | |
| 75 | **SMILE, SOMEBODY LOVES YOU** Linda Gail Lewis (Mercury 73316) (Full Swing—ASCAP) | — | |


*Faron Young's latest hit tells of the love of a man for his child*

# 'This Little Girl Of Mine'

MERCURY #73308

*If in these trying days and time, you some times feel there isn't a God;*
*Just look into the eyes of a child and you'll get a better outlook on life.*
*Have you ever noticed when someone holds a baby, they*
*Always say GOD IT FEEL'S GOOD.*
*Who are they talking to then!!!!!*
*I've recorded songs about cheating women and bar rooms, etc.*
*I think this piece of material is the purest I've ever sung.*
*It may not sell one record, but I feel better inside for having done it.*

*YOUR FRIEND,*

Faron Young

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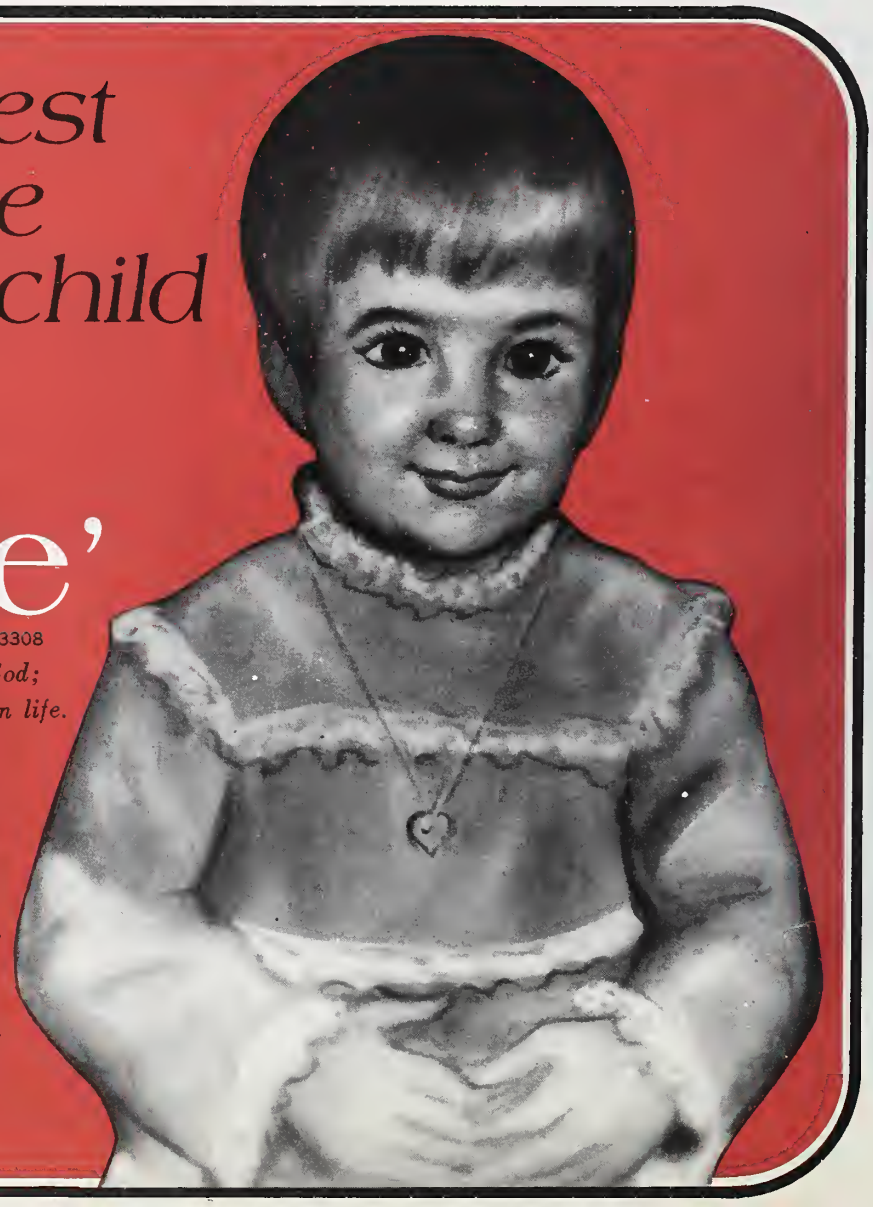

# C & W Singles Reviews

## Picks of the Week

**MERLE HAGGARD** (Capitol 3419)
**It's Not Love (But It's Not Bad)** (3:20) (Tree, BMI—H. Cochran, G. Martin)
The Bakersfield Boy sings about almost being in love with one person to keep his love for another from hurting too much. Sounds like Merle will be back on the charts, real soon. Flip: "My Woman Keeps Lovin' Her Man" (2:44) (Blue Book, BMI—M. Haggard).

**ROGER MILLER** (Mercury 73321)
**Rings For Sale** (2:59) (Tree, BMI—J. Hadley)
Roger Miller is getting more and more into his serious side. Using his distinctive vocal style on this allegorical John Hadley song, Roger has here what could become a country classic. Flip: "Conversation" (2:26) (Low-Sal, BMI—B. Buie, J. R. Cobb).

**DONNA FARGO** (Decca 33001)
**Daddy** (2:50) (4-Star/Prima Donna, BMI—D. Fargo)
Donna Fargo wrote this singing letter to her Daddy a while ago, but it was just mailed recently via this Decca release of in-the-can material that pre-dates Donna's contract with Dot. A catchy tune with very special delivery from a talented lady. Flip: "Sticks And Stones" (2:05) (4-Star, BMI—D. Crawford).

**JERRY REED AND CHET ATKINS** (RCA 0775)
**Jerry's Breakdown** (2:07) (Vector, BMI—J. R. Hubbard)
By the time I can write three words of this review, Jerry and Chet have already picked at least 2,000 notes! Whether or not John Sebastian's estimate of 1352 guitar pickers in Nashville is accurate, Chet and Jerry are two of the best. Flip: "Nashtownville" (2:04) (Athens, BMI—C. Atkins).

**GEORGE HAMILTON IV** (RCA 0776)
**Travelin' Light** (1:56) (Acoustic, BMI—G. Paxton)
George Hamilton IV is travelin' light, but he has the possibility of a heavy hit in this descriptive and bouncy ballad about nomadic life. Chock full of road side philosophy. Flip: "Alberta Bound" (2:35) (Early Morning, ASCAP—G. Lightfoot).

**RONNIE DOVE** (Decca 32997)
**My World Of Memories** (2:37) (My Dove, BMI—J. Paycheck, A. Mayhew)
Launching into a strong ballad co-written by Johnny Paycheck, former popsinger Ronnie Dove delivers a strong country sound with hot potential. Flip: "It's No Sin" (2:15) (Robert Mellin, BMI—G. Hoven, C.R. Shull).

**BOBBY LEE TRAMMELL** (Souncot 1143)
**My Love Keeps Growing** (2:31) (Terrace, ASCAP—B. Fisher, R. Mareno)
Bobby Lee Trammell's love keeps growing and so does his reputation. His bright sound should go further along the hitpath with this single. Flip: "I Believe In You" (2:37) (same credits).

**JACK RENO** (Target 0154)
**You Have Him** (He's Got The Best) (1:53) (Golden Arrow, BMI—J. Reno)
Jack Reno philosophizes about his heartaches, even going as far as attributing them to evolution. A commercial sound that should capture substantial airplay. Flip: no info available.

**GEORGE WALLACE, JR.** (Sundi 711)
**Plastic Smile** (2:25) (Tobac, BMI—G. Wallace, Jr.)
"Not a politician, but a great writer and singer" reads the legend on George Wallace Jr.'s new single on Sundi Records. It seems that he is trying to detach himself from his father's image so that he can make it on his own as a musician, and George Jr. has a fine shot with this neatly-produced tune that he also wrote. Flip: "My Guitar And My Song" (2:57) (Tree, BMI—B. Zavin, M. Barkan).

**HANK LOCKLIN** (RCA 0772)
I Forgot To Live Today (3:00) (Gold Dust, BMI—D. Lee, A. Reynolds)
Hank Locklin gets into a touching ballad about the business world v.s. happy home life. A solid effort that should capture substantial airplay. Flip: "Eventually" (2:26) (Certain, BMI—H. Locklin).

**HANK CAPPS** (Capitol 3416)
**Bowling Green** (2:06) (Bowling Green, BMI—P. Everly, T. Slater)
Backed by a vibrant and highly commercial country-folk-rock sound, Hank Capps gets into this happy and descriptive Phil Everly ballad with hot sales potential. Flip: "Roll Mississippi Roll" (2:12) (Rocksmith, ASCAP—H. Capps)

## Best Bets

CLAUDE GRAY (Million 18)
What Every Woman Wants To Hear (3:05) (Vanjo, BMI—J. Wright) If this record is what every woman wants to hear, then Claude Gray has at least half of his market sold! Good listening for men, too. Flip: No info available

ALVIS BARNETT (Impact 5127)
Be Nice To The Little Guy (2:38) (Heartwarming, BMI—Ludstrom) Alvis Barnett delivers a musical sermon akin to "Put Your Hand In The Hand" in its message of brotherhood. Should score well on the charts. Flip: no info available

TRACY MILLER (Country American Showcase 123)
Full Time Woman (2:08) (Ensign, BMI — J. Hadli) Tracy Nelson is a full time talent who might have a full time hit on her hands with this Jeannie C. Riley-styled country rocker. Flip: no info available.

WILD BILL EMERSON (Ace Of Hearts 0451)
Blue's Grass (2:16) (Golden Horn, ASCAP—B. & J. Emerson) A modal and funky banjo instrumental, this blues and bluegrass number combines the best of two worlds and can make it in both c&w and MOR markets. Flip: no info available.


Hits are happening

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COUNTRY CAVALEERS—Stop In The Name of Love b/w Now I Can Live Again

THE LEIGHTONS—We Got Love b/w When It's Over

WAYNE ARMSTRONG—I'd Take A Chance On Tomorrow b/w The Most Beautiful Thing In The World

LOFTON KLINE—Two Lonely People Livin' On b/w Daddy Don't You Walk So Fast

MACK DUMIS—Y.O.U. b/w Abilene

**RELEASING NOW**

BILLY JO SPEARS—Sunshine b/w Look What They Done To My Song

TEDDY B.—Together Again b/w Looks Like The Sun's Gonna Shine

FOUR GUYS—Sweet Yesterday b/w Down By The Lazy River

TOMMY O'DAY—Up And Over Your Love b/w Anna

HAL WAYNE—My Heart Is An Open Book b/w By Myself Or Alone

MACK DUMIS—Champagne b/w Eighteen Yellow Roses

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# CashBox Country LP Reviews

**CHET ATKINS PICKS ON THE HITS—RCA 4754**

Everything Chet Atkins touches turns into pure musical joy. Here we find him picking his way through a ten-song set of top pop songs that have been hits over the past year. With many worlds of experience running through his fingers, Chet adds new dimensions to any style of song—even those tunes that we have heard many, many times on Top 40 radio. Highlights include "Amazing Grace," "Song Sung Blue," "Sweet Caroline," "Me And Julio" and "Old Fashioned Love Song."

**MISSING YOU—Jim Reeves—RCA 4749**

If anyone needs further proof that music is truly immortal, it can be found in this newest selection of Jim Reeves offerings. As is fate's usual route, Gentleman Jim passed on just as he was beginning to establish his greatness as a country and pop artist. But now, many years later, we can continue to learn more about his music, thanks to the wise and artistic production of his songs by Chet Atkins, Bob Ferguson, Anita Kerr and Jerry Bradley, with Mary Reeves serving as music consultant and repertoire coordinator. Featured are "The World You Left Behind," "Need Me," "I'd Rather Not Know," "I Missed Me" and the title tune.

**MARTY ROBBINS' ALL-TIME GREATEST HITS—Columbia 31361**

Marty Robbins has been a hitmaker for a long time. As part of its "All-Time Greatest Hits" series, Columbia has released a double-LP album for Robbins. His songs speak for themselves, so without further ado, they are: "El Paso," "Devil Woman," "My Woman, My Wife," "Padre," "I Walk Alone," "Kaw-Liga," "Ribbon Of Darkness," "You Gave Me A Mountain," "Tonight Carmen," "The Hanging Tree," "It's A Sin," "The Girl With Gardenias In Her Hair," "Love Is Blue," "Aloha Oe," "Red River Valley," "Joli Girl," "Maria," "Big Iron," "Streets Of Laredo" and "Don't Worry."

**JERRY REED—RCA 4750**

Make way for the Alabama Wildman! Superclaw Jerry Reed (as his friends affectionately call him) has a ten song set that is his most biographical, simply bearing his name alone as the album title. Lyrically, "Alabama Wild Man" traces Jerry's early aspirations and depicts his rise to fame; musically, "Wild Man" shows how Jerry's unique style of playing developed. Jerry co-produced the album with Chet Atkins, so you can imagine the abounding musical dexterity in the grooves. A sure-shot winner that features "Almost Crazy," "Careless Love" and "You Made My Life A Song."

**THERE'S A PARTY GOIN' ON—Jody Miller—Epic 31706**

There's a party goin' on on Jody Miller's new album! The girl with the happy voice has furthered her campaign to merge pop and country music with an eleven song set immaculately produced by Billy Sherrill. Special feature is "Let's All Go Down To The River," which is a duet with Johnny Paycheck. Other selections by the Queen Of The House include "Be My Baby," "Delta Dawn," "Manhattan, Kansas," "To Know Him Is To Love Him" and "Love's The Answer."

**THE WORLD OF STONEWALL JACKSON—HIS ALL-TIME GREATEST HITS—Columbia 31411**

As part of its recent "All-Time Greatest Hits" series (which also includes a Marty Robbins collection) Columbia has released a number of double disk sets. This cross-section of Stonewall Jackson's biggest and best includes "Me And You And A Dog Named Boo," "Waterloo," "Don't Be Angry," "I Washed My Hands In Muddy Water," " 'Never More' Quote The Raven," "Mary Don't You Weep," "A Wound Time Can't Erase," "B.J. The D.J.," "Blue Field," "Help Stamp Out Loneliness," "If This House Could Talk," "Blues Plus Booze," "Life To Go," "Old Showboat," "Leona," "Promises And Hearts," "Why I'm Walking," "Greener Pastures," "Smoke Along The Track," "That's All This World Needs," "Angry Words" and "A Little Guy Named Joe."

PRIDE & JOY—On hand to congratulate Charley Pride for his engagement at the Las Vegas Hilton are (l. to r.) Barron Hilton, president of Hilton Hotels; Mrs. Pride; and Mr. & Mrs. Rocco Laginestra, RCA's president and his wife.

*Sonny Anglin*

SINGING

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# CashBox Top Country Albums

| | | | |
|---|---|---|---|
| 1 | **HAPPIEST GIRL IN THE WHOLE U.S.A.**<br>Donna Fargo (Dot DOS 26000) | 1 | |
| 2 | **HANK WILLIAMS, JR. GREATEST HITS VOL. 2**<br>(MGM 4822) | 3 | |
| 3 | **ELEVEN ROSES**<br>Hank Wililams Jr. (MGM SE 4843) | 5 | |
| 4 | **BLESS YOUR HEART**<br>Freddie Hart (Capitol ST 11073) | 4 | |
| 5 | **LONESOMEST LONESOME**<br>Ray Price (Columbia KC 31546) | 9 | |
| 6 | **LOVE WALKED IN**<br>David Houston (Epic 31385) | 2 | |
| 7 | **TO GET TO YOU**<br>Jerry Wallace (Decca 5349) | 6 | |
| 8 | **IF IT AIN'T LOVE**<br>Connie Smith (RCA LSP 4748) | 11 | |
| 9 | **ME AND THE FIRST LADY**<br>George Jones & Tammy Wynette (Epic 31554) | 17 | |
| 10 | **GEORGE JONES**<br>(Epic 31321) | 7 | |
| 11 | **DIANA TRASK SINGS ABOUT LOVING**<br>(Dot 25999) | 18 | |
| 12 | **REAL McCOY**<br>Charlie McCoy (Monument 31329) | 8 | |
| 13 | **BEST OF BUCK & SUSAN**<br>Buck Owens & Susan Raye (Capitol ST 11084) | 19 | |
| 14 | **GOD BLESS AMERICA AGAIN**<br>Loretta Lynn (Decca 75351) | 10 | |
| 15 | **BEST OF JERRY REED**<br>(RCA LSP 4729) | 14 | |
| 16 | **LET ME TELL ABOUT A SONG**<br>Merle Haggard (Capitol ST 882) | 13 | |
| 17 | **THIS LITTLE GIRL OF MINE**<br>Faron Young (Mercury SR 61364) | 28 | |
| 18 | **BALLADS OF LOVE**<br>Porter Wagoner (RCA LSP 4734) | 15 | |
| 19 | **WHY DON'T WE GO SOMEWHERE AND LOVE**<br>Sandy Posey (Columbia 31594) | 24 | |
| 20 | **THE WILLIE WAY**<br>Willie Nelson (RCA) | 26 | |
| 21 | **TRAVELIN' MINSTREL BAND**<br>Carter Family (Columbia 31454) | 30 | |
| 22 | **THE BEST OF CHARLEY PRIDE VOL. II**<br>(RCA LSP 4682) | 16 | |
| 23 | **SOMETHING OLD SOMETHING NEW**<br>Sammi Smith (Mega 1011) | 12 | |
| 24 | **YOU ALMOST SLIPPED MY MIND**<br>Kenny Price (RCA LSP 4673) | — | |
| 25 | **THE BEST OF JOHNNY BUSH**<br>(Million 1001) | 29 | |
| 26 | **CAB DRIVER**<br>Hank Thompson (Dot DDS 25996) | 21 | |
| 27 | **ALL THE LONELY WOMEN IN THE WORLD**<br>Bill Anderson (Decca 5344) | 23 | |
| 28 | **STONIN' AROUND**<br>Dick Curless (Capitol) | — | |
| 29 | **SKEETER SINGS DOLLY**<br>Skeeter Davis (RCA 4732) | 20 | |
| 30 | **ONE'S ON THE WAY**<br>Loretta Lynn (Decca 5334) | 22 | |

# Great Britain

Polydor Records held their sales convention here last week and took the opportunity to announce that they had just signed their first distribution deal with Cube Records which completes the link between Polydor and Cube throughout the world outside of North America. Cube severs its link with EMI at the end of August. Deal was negotiated between Cube's **Olav Wyper** and Polydor's **John Fruin** who said "With the growth of a European operation as opposed to the present continental and U.K. set ups we are organizing ourselves into working as one market and if we have licensing of a label in the rest of Europe we are prepared to enter into a distribution deal in the U.K. The pros and cons in this overall situation work themselves out. Our Polydor companies around the world are delighted with the business they are achieving with Cube and I have no doubt we are going to feel the same way".

Polydor also announced that they are to release their first ever product on 8-track cartridge during September and October while, at the same time, maintaining their strong involvement with the musicassette. Initial output will total fifty cartridges featuring such greats as **Bert Kaempfert, Jimi Hendrix, Melanie, New Seekers, James Last** and **Rory Gallagher.** The cartridges will be manufactured by Decca using the Dolby system and distributed through Phonodisc. From November, 8-track cartridges will join musicassettes for simultaneous release with albums.

In July 1972 Polydor achieved its highest increase in sales exceeding the July 1971 figure by two hundred per cent. During the year they had three Number One records: **The New Seekers** "I'd Like To Teach The World To Sing"; **Slade** "Take Me Bak 'Ome" and **Donny Osmond** "Puppy Love". They also had a million seller with **the New Seekers** "I'd Like To Teach The World To Sing". Polydor comment that in compensation for the loss of Atlantic business has increased as follows:

| | 1971 | 1972 |
|---|---|---|
| Polydor & Deutsche Grammophon | 57.5 | 69.0 |
| Buddah MGM Stax | 15.0 | 20.0 |
| Elektra (Judy Collins Amazing Grace) | — | 1.0 |
| Other labels | 5.0 | 10.0 |
| Atlantic | 22.5 | — |

Their objectives for the future: A thirty percent increase in turnover to keep the Phonodisc factory at full capacity; fifteen percent share of the full market for tape; to make Polydor London and Phonodisc the major repertoire and product supply centres for Polydor International operation and more good new product.

In his last annual report **Robert Stigwood** forecast that profit for the six months to March 31st 1972 for the Robert Stigwood Organisation would be not less than £600,000 compared with the £535,000 earned for the whole of 1971. In the official report just published it is revealed just how right he was with profits for six months ending March 31st standing at £617,000. Stigwood also announced that he will launch his own RSO record label at the end of September which in addition to releasing existing artistes will sign recording artistes represented by other managements and agents both in America and elsewhere. The London production of "Jesus Christ Superstar" will also have opened in London by the time this column is being read.

Swinging Kinney pulled out all promotional stops (yet again!) for the launching of **Sunshine** who make their debut on a self titled album on Warner Bros. The four boy two girl combo also write their own material and have been signed up by Lupus Music as contract writers. The future looks rosy for Sunshine.

**Quickies:** Sub publishing for **Neil Diamond** material in the UK now with Grenyoco Music the **Roger Cook** and **Roger Greenway** music operation whilst KPM retain a certain amount of copyrights . . . Could be a No: 1 for **Jonathan King's** new U.K. label with "Sea Side Shuffle" by **Terry Dactyl and the Dinosaurs** . . . New singer/songwriter duo **Jimmie Edwards** and **Lynton Guest** being launched by the Robert Stigwood Organisation and Phonogram. They make their debut via "All Alone" . . . **New World** in Sweden where they are celebrating a No: 1 there with "Sister Jane" . . . Singer/songwriter **Ed Welch** will appear in the International Venice Song Festival in September performing his new Avalanche single "I Should Have Been a Lady".

## Gladys To Euro In Oct.

NEW YORK — Sid Seidenberg, business manager for Gladys Knight & The Pips, discloses a European Tour starting Oct. 22, for a three week period.

After making big impact on the United States record scene for many years and lately coming up with the single "Help Me Make It Through The Night" written by Kris Kristofferson, Gladys Knight & The Pips are showing activity in all European markets.

Currently in England, released by EMI of England, is their single, "Just Walk In My Shoes" and with the newest release of their latest album, "Standing Ovation" (Tamla).

Seidenberg feels that Gladys Knight & The Pips by visiting Europe at this time will assure her strong recognition.

## Audiomatic Sells Unit

NEW YORK — Audiomatic Corp. has sold an Electro Sound 6000 high speed tape duplicating system to Trutone, a joint venture of Philips Electric and Gallo Records in Johannesburg, South Africa, for production of 8-track cartridges, it is announced by Milton B. Gelfand, president of Audiomatic, which is exclusive international sales for Electro Sound.

## Byrczek GM of Jazz Fed.

VIENNA — Jan Byrczek has been elected new general secretary of the European Jazz Federation by its general assembly held in July in Nice, France. Lance Tschannen was reelected president and Hans Brunner-Schwer, the president of MPS Records, was named Honorary Member to acknowledge the "oustanding contributions of his company in the popularisation of European jazz."

Forty-seven participants from 15 countries, both Western and Eastern Europe, discussed the present situation on the European Jazz Scene and the future projects for European Jazz Federation as coordinator of activities, festivals, clubs, etc. There will be prepared lists with addresses of active musicians, critics, radio and TV producers and clubs. The eventual realization of cooperation between European and American professional organizations will be the main task of the new board. It was also decided that European Jazz Federation will apply for membership in Unesco's International Music Council.

The headquarter of the European Jazz Federation is Vienna and here Jan Byrczek will head the general secretary's office in cooperation with Jazz Forum's exec office of which he is editor-in-chief.

Correspondence address of the European Jazz Federation Secretary General is: 1011 Vienna, P.O.B. 671, Austria.

# International News Report

## Fantasy U.S. Rights To Cats

HOLLAND — Fantasy's Pat Boyle and Ralph Kaffel concluded a 4-year deal in London with Bovema's Theeo Roos for the representation of Holland's the Cats in the U.S.

The latest 10 Cats singles all reached the top of the Dutch charts, while the 5-member group also received eight golden singles and five golden albums.

Fantasy will rush-release the Cats' current hit, "Let's Dance," presently topping the charts in Holland, Belgium, Germany, Switzerland and Austria.

The group, formerly with Tamla/Motown (Rare Earth label), composes 90% of their songs themselves. The sub-publishing for the Cats titles in the U.S. will still be handled by Jobete.

## Charm To Euro

NEW YORK — Hal Charm, vice president of Operations for PJP Records, is visiting major centers of the Music Business around the world in a drive toward more international representation for Pip and its distributed labels, Sky Disk, DeLite and Renee. In addition to making licensing deals, Charm will be looking for new product.

Cities to be visited in Charm's globe-circling business jaunt include Amsterdam (Aug. 10-12), London (13-14), Frankfort (15), Munich (16), Paris (17-18), and Tokyo (19-22).

THE FIRST ONE: Michael G Colocassides, formerly chairman of the Cyprus Tourism Organization, and now Minister of Commerce & Industry, receives from Alan Feinberg of CBS Records the first copy of the "Cyprus" album, which also contains an illustrated booklet.

## Farrell Opening London Office

NEW YORK — Wes Farrell, president of the Wes Farrell Organization and Chelsea Records, plans to open the Wes Farrell Organization music production and publishing offices in London.

The Wes Farrell Organization offices in England will be in operation later this year. Farrell, producer of David Cassidy, Wayne Newton, and the Partridge Family, whose publishing catalog in England had included hits by Lou Christy ("I'm Going to Make You Mine"), Dawn, "Knock Three Times," "What Are You Doing Sunday," "Candida" and David Cassidy's "Could It Be Forever," said: "We have decided to open our own English operations because we want to seek important ties with British publishers and producers who have been overlooked by the American market."

Farrell stated that he is negotiating with several top execs to head up his English operations. Farrell recently formed Chelsea Records which is manufactured and distributed by RCA. In the first 16 weeks of operation Chelsea has been on the American national recording charts with Wayne Newton's "Daddy Don't You Walk So Fast," which recently earned certification by the R.I.A.A. (Record Industry Association of America) for selling more than one million copies. Chelsea Records headquarters both in New York and Hollywood.

## Helen Pine To So. Amer.

HOLLYWOOD — Helen Pine, administrative assistant for the international division of ABC/Dunhill Records, left last week (9) to visit ABC/Dunhill foreign licensees in Mexico, Nicaragua, Colombia, Venezuela, Brazil and Argentina. She will study and determine the needs of each licensee in terms of merchandising, promo and publicity.

## Correction

In a story appearing in the July 29 issue, it was indicated that Tadashi Hino would re-locate to the U.S. as part of his liaison function at Polydor K.K. in Japan. This is not so. He will visit the U.S. occasionally. Polydor K.K. is a subsid of Polydor Int'l.

**Mitch Murray and Peter Callander** launched their own record company Bus Stop with a first disk by Steve Royal "Himalayan Lullaby." Pictured at a reception they hosted are (left to right) Mitch Murray, EMI's Philip Brodie, Steve Royal, Ron White (EMI) and Peter Callander. EMI will distribute the label.

# International Best Sellers

## Great Britain

| TW | LW | |
|---|---|---|
| 1 | 1 | **Puppy Love**—Donny Osmond—MGM—MAM |
| 2 | 2 | **Sylvia's Mother**—Dr. Hook and The Medicine Show—CBS—Essex |
| 3 | 7 | **School's Out**—Alice Cooper—Warner Bros.—Carlin |
| 4 | 16 | **Seaside Shuffle**—Terry Dactyl & The Dinosaurs—UK—Sonet |
| 5 | — | **Breaking Up Is Hard To Do**—Partridge Family—Bell—Screen Gems/Columbia |
| 6 | 3 | **Rock And Roll Part 1 & 2**—Glitter—Bell—Leeds |
| 7 | 15 | **Silver Machine**—Hawkwind—UA—Cop. Con. |
| 8 | 5 | **I Can See Clearly Now**—Johnny Nash—CBS—Rondor |
| 9 | 6 | **Circles**—New Seekers—Polydor—Ampar |
| 10 | 11 | **Starman**—David Bowie—RCA—Titanic |
| 11 | 17 | **Automatically Sunshine**—Supremes—Tamla Motown—Jobete/Carlin |
| 12 | 10 | **Mad About You**—Bruce Ruffin—Rhino—Creole |
| 13 | 19 | **Popcorn**—Hot Butter—Pye—Bourne |
| 14 | 9 | **Join Together**—Who—Track—Fabulous |
| 15 | — | **My Guy**—Mary Wells—Tamla Motown—Jobete/Carlin |
| 16 | 8 | **Little Willy**—Sweet—RCA—Chinnichap/Rak |
| 17 | 14 | **Betcha By Golly Wow**—Stylistics—Avco—Gamble Huff |
| 18 | 12 | **Take Me Back Ome**—Slade—Polydor—Barn/Schroeder |
| 19 | 13 | **Walkin' In The Rain**—Love Unlimited—Uni—Schroeder |
| 20 | 18 | **Ooh Wakka Doo Wakka Day**—Gilbert O'Sullivan—MAM—MAM |

TOP TWENTY LP'S

1 **Greatest Hits**—Simon & Garfunkel—CBS
2 **Twenty Dynamic Hits**—Various Artists—K-Tel
3 **American Pie**—Don McLean—UA
4 **School's Out**—Alice Cooper—Warner Bros.
5 **Slade Alive**—Slade—Polydor
6 **Never A Dull Moment**—Rod Stewart—Philips
7 **The Slider**—T. Rex—T. Rex
8 **Trilogy**—Emerson, Lake & Palmer—Island
9 **The Rise And Fall Of Ziggy Stardust**—David Bowie—RCA
10 **Elvis At Madison Square Garden**—Elvis Presley—RCA
11 **Bridge Over Troubled Water**—Simon & Garfunkel—CBS
12 **Twenty Fantastic Hits**—Various Artists—Arcade
13 **Bolan Boogie**—T. Rex—Fly
14 **Exile On Main Street**—Rolling Stones—Rolling Stones
15 **Moods**—Moody Blues—Threshold
16 **Cherish**—David Cassidy—Bell
17 **Living In The Past**—Jethro Tull—Chrysalis
18 **Love Theme From The Godfather**—Andy Williams—CBS
19 **Breadwinners**—Jack Jones—RCA
20 **Honky Chateau**—Elton John—DJM

## Canada

**Allan Miller** in from New York to tout Rainbow Collection's latest acquisition, Canadian **Rolf Kemp**. The young artist was playing the Riverboat along with **John Prine**. Kemp is to be produced by **Ed Freeman**, who has produced Rainbow Collections', **Don McLean** along with **Tom Rush, Tim Hardin** and just recently **Murray McLauchlan** (True North artist). Originally set up for distribution by United Artists only, Rainbow Collections is now distributed by several labels and have reverted to being only a production house. Miller also caught another act his PR firm is dealing with, **The Buckeye Politicians**, who were playing a main stem bistro. Rainbow Collections is fronted by Herb Garth & Assoc.

**Don Tarlton**, who heads up the successful Donald K. Donald Enterprises, out of Montreal, has recently experimented with a Quebec and Atlantic Provinces tour of three Canadian acts —**April Wine, Mashmakhan** and newly discovered **Mahogany Rush**. In Quebec they played to predominantly French Canadian audiences and drew capacity houses for their 17 dates. The 17 dates in the Maritimes also pulled packed houses. **April Wine** are currently happening with their Aquarius deck, "Bad Side Of The Moon" while **Mashmakhan** are making it with their Columbia lid, "Run Johnny Run". Much of the success of the tour is due the roadwork being done by **Keith Brown** who goes ahead and sets up radio and television interviews as well as making the press aware of this top Canadian package. Tarlton will shortly take on the giant Ontario market. He'll be working with **Bill Smith** who set up the nightly successful 33 day Ontario tour for Capitol's **Edward Bear**.

Vancouver's Haida crew are on the move across Canada. The newly bowed label, headed up by **Keith Lawrence**, have bowed **Valdy's** initial single release, "Rock & Roll Song". This deck was produced in Los Angeles by **Claire Lawrence** of the **Chilliwack**. **Ray Pettinger**, looking after promotion for Haida has just completed a cross Canada tour which has obviously done much good for the group's first single effort now showing on several charts and playlists. Haida is distributed in Canada by A&M.

**Greg Hambleton's** latest find, **Thundermug**, are striking good chart and playlist action with their AXE single, "Africa" which will probably soon overshadow their initial release, "You Really Got Me", their version of the old **Kinks'** hit. This is a rare happening for a Canadian group. They have two singles on the national charts and an album fast climbing the national album charts, "Thundermug Strikes". The London-based group recently shared the bill with the **Strawbs** in Montreal and received excellent notices from the local press.

London's **Mike Doyle** working overtime on the recent **Ginette Reno** single release, "Can't Get Hurt Anymore". Unfortunately Miss Reno's producer **Harry Hinde** laid down the rhythm tracks for the session in Detroit with final vocal and instrumental taping at Toronto's Eastern Sound Studios.

## Argentina

| TW | LW | |
|---|---|---|
| 1 | 1 | **Algo De Mi** (Relay) Camilo Sesto (RCA) |
| 2 | 2 | **Tantos Deseos De Ti** I Pooh (CBS) |
| 3 | 3 | **Palabras Palabras** Silvana di Lorenzo (RCA); Mina (Fermata) |
| 4 | 4 | **Vacaciones De Verano** (Korn) Terry Winter (EMI-Odeon); Lafayette (CBS) |
| 5 | 7 | **Dios Del Olvido** (Korn) Cuatro Soles (EMI-Odeon); Pablo Danielo (RCA) |
| 6 | 5 | **Playas Somnolientas** Johnny Pearson (Carmusic); Alain Debray (RCA); Ray Conniff (CBS); Mathias (Polydor) |
| 7 | 10 | **El Padrino** (Korn) Andy Williams (CBS); Soundtrack (Music Hall); Mathias (Polydor) |
| 8 | 8 | **My World** (Korn) Bee Gees (Polydor) |
| 9 | 6 | **Un Gato En La Oscuridad** (Melograf) Roberto Carlos, Sergio Denis (CBS) |
| 10 | 9 | **Salta Pequena Langosta** (Melograf) Cenizas (EMI-Odeon); Ruben Mattos (RCA) |
| 11 | 11 | **Someday Never Comes** (Relay) Creedence C. Revival (RCA); Scorpio (EMI-Odeon) |
| 12 | 12 | **Sin Ti** (Relay) Charlie Leroy (RCA) |
| 13 | 13 | **Sabado A La Manana** Ledbetter Possum (Music Hall) |
| 14 | — | **Esta Noche** (Korn) George Baker Selection (Polydor) |
| 15 | 14 | **Pequena Willie** The Sweet (RCA) |
| 16 | — | **Locuras Tengo De Ti** (Melograf) Pedro Villar (Polydor) |
| 17 | 16 | **Desiderata** A. Benavedes (Music Hall) |
| 18 | 18 | **Esto Es Lo Que Yo Quiero** Square Set (CBS) |
| 19 | — | **Si Se Calla El Cantor** (Korn) H. Guarany/M. Sosa (Philips) |
| 20 | 19 | **La Vida Es Hoy** (Korn) Sergio Denis (CBS) |

TOP TEN LP'S

| TW | LW | |
|---|---|---|
| 1 | 1 | **Para Toda La Gente Vol II**—Selection (Odeon) |
| 2 | 2 | **Tip Top Vol II**—Selection (RCA) |
| 3 | 4 | **Algo De Mi**—Camilo Sesto (RCA) |
| 4 | 3 | **Argentinisima Vol III**—Selection (Microfon) |
| 5 | 5 | **Los Mas Grandes Exitos**—Roberto Carlos (CBS) |
| 6 | 8 | **Argentina Canta Asi**—Selection (Philips) |
| 7 | 6 | **Pa Uste**—Jose Larralde (RCA) |
| 8 | 7 | **Mardi Gras**—Creedence C. Revival (RCA) |
| 9 | 10 | **Santa Maria De Iquique**—Quilapayun (Famous) |
| 10 | 9 | **Jeremias**—Vox Dei (Disc Jockey) |
| 10 | — | **Aquelarre**—Aquelarre (Trova) |

## Australia

| TW | LW | |
|---|---|---|
| 1 | 2 | **Puppy Love**—Donny Osmond—Leeds—MGM. |
| 2 | 1 | **Sylvia's Mother**—Doctor Hook & the Medicine Show—Essex—Epic. |
| 3 | 3 | **Alone Again (Naturally)**—Gilbert O'Sullivan—Leeds—MAM. |
| 4 | 6 | **Long Haired Lover From Liverpool**—Little Jimmy Osmond—Leeds—MGM. |
| 5 | 8 | **Daddy Don't You Walk So Fast**—Wayne Newton—Albert—RCA. |
| 6 | 5 | **Nice To Be With You**—Gallery—Festival—A&M. |
| 7 | 4 | **Song Sung Blue**—Neil Diamond—Castle—MCA. |
| 8 | — | **Candy Man**—Sammy Davis Jr.—C/Con.—MGM. |
| 9 | — | **Last Night I Didn't Get To Sleep At All**—Fifth Dimension—Rondor—Bell. |
| 10 | 7 | **Marshall's Portable Music Machine**—Robin Jolley—Leeds—Fable. |

## Italy

| TW | LW | |
|---|---|---|
| 1 | 3 | **Viaggio Di Un Poeta**—Dik Dik (Ricordi) INC/Pegaso |
| 2 | 1 | **Quanto E' Bella Lei**—G. Nazzaro (CBS-Sugar) Suvini-Zerboni |
| 3 | 5 | **Piccolo Uomo**—Mia Martini (Ricordi) Pegaso |
| 4 | 6 | **Io Vagabondo**—I Nomadi (Columbia) VdP |
| 5 | 7 | **Noi Due Nel Mondo E Nell'anima**—Pooh (CBS-Sugar) Suvini-Zerboni |
| 6 | 9 | **Without You**—Nilsson (RCA) Aromando |
| 7 | 2 | **Giardini Di Marzo**—L. Battisti (Num. 1) Acqua Azzurra |
| 8 | 4 | **E' Ancora Giorno**—A. Pappalardo (Num. 1) Acqua Azzurra |
| 9 | — | **Per Chi**—Gens (Philips) Aromando |
| 10 | — | **Un Albero Di Trenta Piani**—A. Celentano (Clan) Clan |

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cashbox COIN MACHINE NEWS

# Expo Exhibits SRO; Seminar a Goodie

CHICAGO — At presstime it was announced by MOA executive vice president Fred Granger that exhibit space for Expo '72 was completely sold out! Granger intended to meet with the Conrad Hilton Hotel people in the hopes of possibly getting clearance for some additional space as a service to those firms who have not as yet been accommodated. This would have to be sanctioned by the fire department authorities.

Granger spoke at the recent KAMA meeting, held at the summer home of MOA member John Emick, on Lone Star Lake near Lawrence, Kansas, and discussed the Expo '72 program and the possibility of a KAMA delegation making the trip into Chicago for the show. "We would certainly welcome more state association delegations to the show," Granger said, "and I have been stressing this at every state function I've attended. So far we have a definite commitment from the Montana group and are hopeful that more state groups will participate in this manner. We are even considering the possibility of providing special banners to single out the various state association tables if enough delegations come in for the show."

Room reservations blanks were issued to MOA members via the mails early last week. Granger hopes all will fill out the postage paid blanks (with arrival/departure information and type of room required) as soon as possible and return to the Conrad Hilton. Granger also suggests that conventioneers arrive the evening of Sept. 13th to be ready to "attack" the trade show bright and early 9:00 AM opening day (14th). "The Seminar alone makes opening day very important." Granger declared.

MOA Seminar speaker. Mark E. Battersby, tax and financial consultant from Ardmore, Pennsylvania, will address the first part of the MOA Exposition Seminar on three taxation topics: 1) "VAT and You" (the proposed Value Added Tax and what would be its effect on the industry), 2) "How private is your tax return?" and, 3) "How not to cheat at taxes."

Battersby has the reputation of making an essential but usually dry subject jump to life. He is a nationally recognized specialist in both individual and business tax problems; author of over seventy-five articles annually for consumer, trade and technical publications; consultant to many top firms and individuals; tax and financial columnist for trade publications.

The second part of the seminar entitled "101 Ways to Make More Profit" will be a panel presentation handled entirely by operators, i.e., the Seminar Committee of John H. Snodgrass, Norman Pink and Wayne E. Hesch. The committee has also invited president John R. Trucano to serve on the panel. This is to be an audience participation exercise as never before, with questions from the

(continued next page)

# Bally Revenues Rise First 6 Mo.

CHICAGO — Bally Manufacturing Corporation (OTC:BALY), announced that revenues for the first six months of 1972 increased 74% and net income rose 107% above those reported for the same period of 1971.

Revenues for the six months ended June 30 were $34,918,000 compared with $20.038,000 for the same period of 1971. Net income rose to $4,438,000 form $2,141,000 for the first half of last year.

The Company reported net income per common share of $.87 based on 5,110,763 shares outstanding, compared with $.41 per share for the first six months of 1971, based on 5,262,226 average shares outstanding, a 112% increase.

Bill O'Donnell, president, noted that the results for 1972 include the operations of Gunter Wulff Apparatebau GmbH, West Germany, for the period subsequent to the acquisition of this business, April 1, 1972. The German company's contribution to consolidated revenues and net income was $6,225,000 and $1,098,000 ($.21 per share), respectively.

"While the Gunter Wulff contribution was excellent," commented O'Donnell, "it is important to note that internal growth amounted to 43% in revenues and 56% in net income. Both represent improvements over the corresponding gains registered in the first half of last year." He added that the Company anticipates a continued strong showing for the balance of the year.

# EDITORIAL:

## Games In Dept. Stores

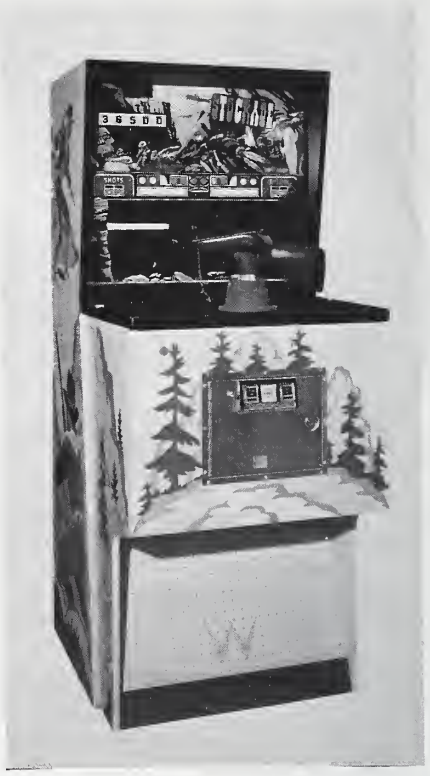
We received a call last week from the concessions manager of one of the country's best known department store chains, requesting the names of the top record rack/retail operations who we felt might be interested in leasing space in a number of his stores, and who would do a good job of it. During the conversation, we queried the gent on the possible existence of coin-op games in his stores, and were amazed to learn that mini-arcades, operating both inside, and/or outside in the entrance lobby, counted quite heavily on his priority list. Further, he could swap many of the trade names with us—operating companies, machine brands and models.

While many in-store games installations have been operating in just about all the major chains for some years now, it was amazing to learn from this gentleman how large they figure in the store's over-all revenue scope. Right now, he's urging his present operators (he prefers individual operators in each store area, rather than a national route which farms out stops to local ops) to upgrade the appearance of their games installations where needed. Else, he's quite ready to replace the "lax" operator with one who's program calls for fresher machines, artistically set up within a nicely decorated fun-stop area.

While in-store fun centers are well accepted in his chain today, he did hark back to the time when, as he termed it, "the games gave off an unsavory look which we felt hurt the overall image of the store." He was quick to point out, however, the public's changing attitudes, and compared games centers with the motorcycle. "Once the motorcycle was a thing of dread to most people . . . speaking of both the machine and the person who drove it," he stated. "Today, you've got all sorts of models on the streets of America driven by all kinds of people, and it was the entrance of your middle class homeowner that turned cycling from a sordid activity into an accepted sport. Same thing with your people and their machines. Today we're quite proud of many of the games installations in our stores and feel they add a good deal to our customer service rather than detract."

These are sound, sensible words from someone on the other side. It certainly dignifies ours and other tradesters' thoughts on in-store fun centers—that a new mode of operation exists, that it makes money, and that enough aggressive operators are out there soliciting and gaining the stops. But it's clear that numerous potential store locations still exist, whether on a concession lease or commission basis, and plenty of apples are still ripe for the picking. Go get 'em before someone beats you to it.

# 9 Moving Targets On New Wms. Rifle



Wms. STOCKADE

CHICAGO — Williams Electronics, Inc., is now shipping their new single-player target rifle game, "Stockade," featuring nine moving targets. This exciting rifle in a total western frontier setting sets a realistic battle scene with a solid state sound system.

According to Williams sales manager Bill DeSelm, the player hears his rifle shots, ricocheting bullets and the return fire of the attackers. The game also features a program indicator enabling the player to read-out target values to determine what target when hit will achieve the greatest score values. The Black Light illuminates in-depth renegade Indians and Outlaws attacking from protective cover. The cabinet carriers throough on the western theme with colorful scenes of mountainous terrain. The scoreglass depicts a battle in progress with fallen attackers, defenders, cliffs and a huge mountain looming in the background. The player's score, number of shots and the read-out target values are clearly indicated.

"Stockade" also has many outstanding service and performance features including: Accessibility for easy service; Volume controls are accessible from the front; and Target panel control components are easy to service via the Back Door.

The rifle game is available in replay, novelty or extended play models, and DeSelm recommends Twin 2/25 coin chutes, but optional single, twin or triple chutes are available. "Stockade" stands 29" wide, 37½" deep and 70½" high, and a service manual is included with each game.

"Operators are urged to stop in at their local Williams distributor now and stock up with 'Stockade,'" said DeSelm.

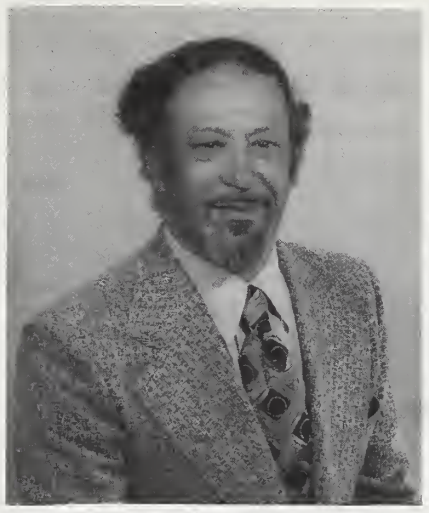
# Wurlitzer Picks Advance for Buffalo

BUFFALO — Amile A. Addy, vice president of the North Tonawanda Division of Wurlitzer, announced that Morris Lerner, president of Advance Distributing, Inc., will represent The Wurlitzer Company in the sale and service of their coin-operated music equipment in the Buffalo, New York territory. In recent years this territory had been serviced by a mid-state distributor.

In making the announcement, Addy said: "Morris Lerner joins the Wurlitzer organization with coin machine experience dating back to 1955." Lerner originally entered the coin vending field with a pre-brew coffee route in Buffalo, New York. In 1957 he became distributor for Venco Coffee Equipment and in 1960 moved to Syracuse, New York where he was the Venco distributor for all of New York State. In the meantime Lerner's company, known as Advance Vending Distributors, represented Rock-Ola and both distributed and operated their music machines.

The agreement between Lerner and Wurlitzer became effective August 1, 1972 and contractual agreements are underway to acquire a suitable sales and service office in Buffalo to house all the activities of Advance Distributing.

In the interim, Lerner is offering mobile service to operators of Wurlitzer equipment throughout his territory which encompasses not only Buffalo but Niagara Falls, Lockport, Jamestown, Olean, and other Western New York communities. A local phone service number will soon be available but in the transition period Lerner



Morrie Lerner

asks that operators interested in equipment purchases, parts or service, call collect to his Syracuse number, Area Code 315, 463-6251.

In announcing his association with Wurlitzer, Lerner said, "I am sure that we can work as a team to offer Western New York operators this fine line of Wurlitzer equipment on deals which will permit them to increase their income from even the most profitable routes. We further plan to offer the service they have a right to expect from a local distributor. It's a proud day for our company and we hope our association with the name Wurlitzer will benefit all those concerned."

# New Mechanic School Opens In Colorado

FORT MORGAN, COLO. — Coin Machine Technical Training Institute, Ltd., is a new training school being established to help fulfill the need for qualified technical and service personnel in the ever expanding coin machine industry.

The trade school, located in this city—80 miles east of Denver, is now accepting applications for the first 21 week course scheduled to begin September 11, 1972. The curriculum covers: basic electricity, pin games, bowlers, special games and the four major jukeboxes—Rock-Ola, Rowe AMI, Seeburg and Wurlitzer.

"Coin Machine Tech" is fully approved by the State of Colorado and is eligible for MDTA Training, according to school spokesmen, and offers these career advantages: An applicant's age in this field is no barrier; A graduate of the 21 week course has the equivalent knowledge of 4-5 years of on-the-job training; The only scholastic requirement an applicant needs is the equivalent of an 8th grade education; financial arrangements for tuition may be arranged through the school and free placement assistance is offered to the graduates.

Facilities at the school include: convenient day classes with 5,717 square feet of space, modern well-lighted class rooms, a comfortable student lounge and practice training on modern coin-operated equipment.

Letters from operators stating their job openings are essential, according to school spokesmen, Coin Machine Tech has been notified by the state that MDTA funds have been set aside for the training of Vietnam Veterans and these unemployed veterans are potential technicians for the coin machine industry. If the operators will contact the school stating their potential availabilities and requirements, it will be easier for Vietnam vets to obtain the MDTA funds.

More complete information can be obtained by contacting the school at: 123 S. Main Street, P.O. Box 917, Fort Morgan, Colorado 80701. Telephone (303) 867-8477.

# ESP Distrib Reps To Pa. for Seminar

HATBORO, PA. — Electronic Sensing Products, Inc., conducted a Electro-Dart and future product service seminar at the Holiday Inn in Philadelphia, July 27 and 28.

The two day meet was attended by distributor representatives, operators and service personnel from throughout the country, and Electronic sales manager Fred Pliner remarked that the results were highly gratifying. Pliner went on to say, "Years ago, we in the industry engaged screwdriver and plier men and called them mechanics. As our industry progressed, mechanics became servicemen, until today—with the introduction of electronic solid state devices, we have "technicians," regardless of what they are called they are vital to the industry."

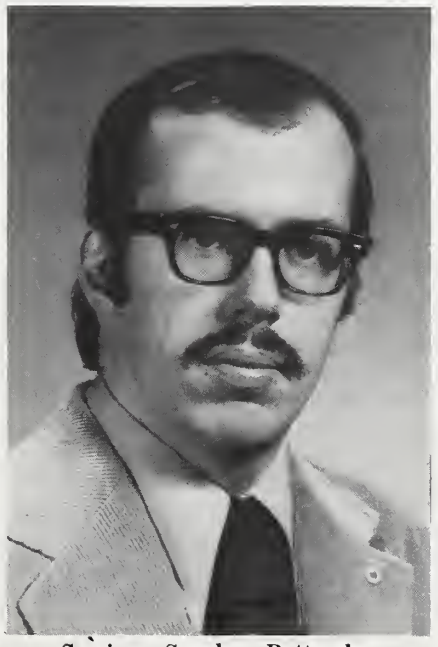
The 9 a.m. Thursday session opened with the main topic, Electronic solid state devices. Trouble shooting techniques were also given full attention. Electronic provided all expenses for the two-day meet except transportation. Seminar attendees included: Elwood Martin, Advance Distributing; Howard J. Maille, Mickey Anderson Amuse. Co.; Antonio J. Musolino, George Haug. Leo Weisman, Seeboard-New York Corp.; Joseph Khoury, Dale Distributing; Ed Kucharski, Eastern Distributors; Roy Rogers, Bill Noreika, Eastern Music Systems; James Schmitt, Joe Eggner, Floyd Babbitt, Empire Distributing; Cliff Hanes, Harry Jones, H. A. Franz & Co.; Tom Scheller, B. D. Lazar Co.; Charles Lofton, L & R Dist. Co.; Don De Mars, Dave Grout, Lieberman Music Co.; Jim Stansfield, Wayne Ericksmoen and John Carlin, Stansfield Music Co.; Bill Proper, Parvin Schriber, Modern Vending Co., Inc.; Chuck Vance, Philip Moss & Co.; Floyd Slossen, Music Vend; Ken Roberts, O'Connor Dist. Co.; Louis Prechter, Operators Sales; Richard Saulig, Murray Smith, Pioneer Sales & Service; David Nicholson, Paul Garett, Don Lampariello, Playtime Amusement Corp.; Trevor Roberts, Regent Vending; James A. Martineau, Gordon Wall, Seevend, Inc.; N. Room, So. Atlantic Dist. Co.; Warren Rowe, Gilbert Schwaninger, Struve Distributing Co.; Al Conte, Larry Ertner, Victor-Conte Sales; Casey Lowicki, Herbert Rosenthal,

# MOA Expo (Cont'd)

audience to the panel and vice versa.

Winners of the MOA JB (jukebox) Awards for 1972 will be announced just prior to the show. Post cards were issued to MOA members last week asking for them to vote for one among the three finalists in the three record categories (Pop, C&W and R&B). Those nine finalists, determined by a prior MOA poll, are: in Pop—American Pie, Candy Man and Brand New Key; in Country—Easy Loving, Kiss An Angel Good Morning and The Happiest Girl in the Whole USA; and in R&B—First Time Ever I Saw Your Face, Shaft and Lean On Me.

Incidentally, activities for conventioneering ladies includes a special luncheon and program beginning at noon on opening day. The gala banquet and floor show takes place Saturday night, Sept. 16th.



Seminar Speaker Battersby

Banner Specialty Co.; Chick Moro, North Atlantic Dist.; Fred Bedwell, Royal Dist. Co.; Louis Copman, Regent Vending Machines.

# JUKEBOX PROGRAMMING GUIDE

## POP

DAVID CASSIDY
ROCK ME BABY (2:14)
b/w Two Time Loser (3:03) Bell 260

SIMON & GARFUNKEL
FOR EMILY, WHENEVER I MAY FIND HER (2:24)
b/w America (3:23) Columbia 45663

ROD STEWART
YOU WEAR IT WELL (4:21)
b/w True Blue (3:28) Mercury 73330

EAGLES
WITCHY WOMAN (3:53)
No Flip Info. Asylum 1008

GODSPELL
WE BESEECH THEE (3:30)
b/w On The Willows (2:57) Bell 240

BOBBY GOLDSBORO
WITH PEN IN HAND (3:27)
No Flip Info. United Artists 50928

SOUTHERN FRIED
PUT IT WHERE YOU WANT IT (3:10)
No Flip Info. Cream 1020

## R & B

AL GREEN
GUILTY (2:55)
b/w Let Me Help You (1:45) Bell 258

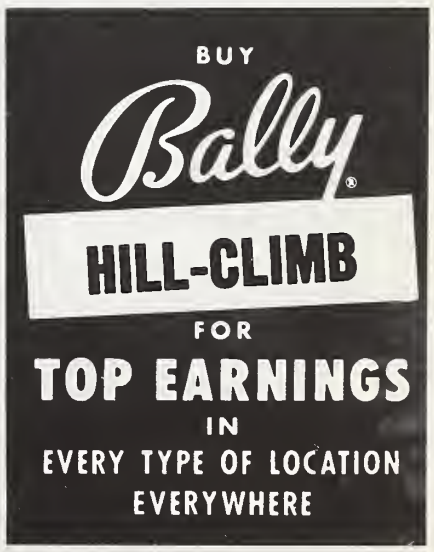
DEBBIE TAYLOR
NO DEPOSIT, NO RETURN (2:40)
b/w Too Sad To Tell (2:25) Today 1510

## C & W

MERLE HAGGARD
IT'S NOT LOVE (BUT IT'S NOT BAD) (3:20)
b/w My Woman Keeps Lovin' Her Man (2:44) Capitol 3419

ROGER MILLER
RINGS FOR SALE (2:59)
b/w Conversation (2:26) Mercury 73321

DONNA FARGO
DADDY (2:50)
b/w Sticks And Stones (2:05) Decca 33001



## EASTERN FLASHES

**AROUND TOWN**—Ben Chicofsky at the MONY offices will announce final selection site for the combined associations' 1973 convention weekend next week, soon as he gets firm committment from a resort hotel the membership has already picked. . . . Speaking of conventions, would be a grand idea if a few more of our local operators made the MOA Expo this year. The shows are truly first class affairs that pay for themselves many times over in knowlege learned. And you don't have to be a member of the association to participate. If you haven't a reservation blank, write to MOA's Chicago office and they'll be glad to to help you out.

**MEETINGS**—The Rowe Internatonal distrib network will convene at Montreal's Ritz Carlton Hotel Aug. 24-25 for their annual conference and new product presentation and inspection. Meetings begin 9:00 AM on the 24th in the Ritz Oval Room. After lunch, there'll be a bus tour of the City of Montreal. A cocktail reception, dinner and entertainment is the ticket that night. Next day, more meetings and the whole program should conclude around 1:00 PM. . . . The Florida Amusement and Merchandising Assn's annual convention will be held in Daytona Beach this October. . . . Both Rock-Ola's and Seeburg's sales conferences will be held sometime in September, both in Miami Beach.

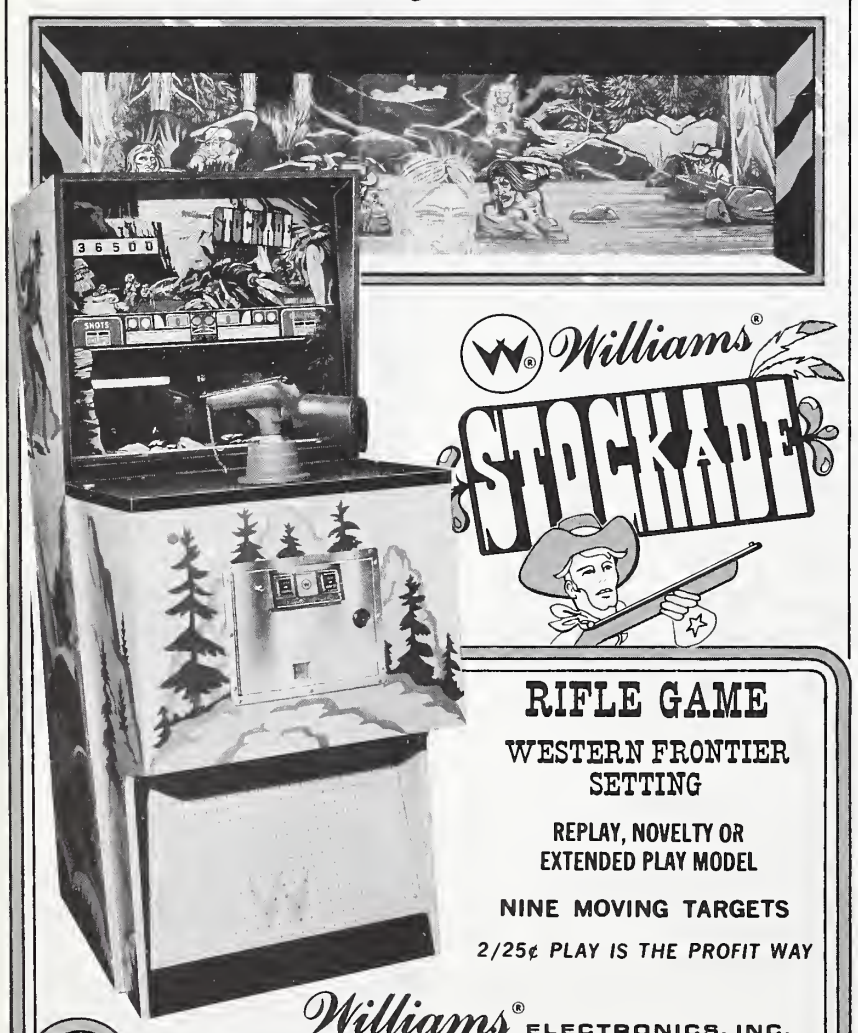
**HERE AND THERE**—The local UJA committee will meet at the charity's headquarters on 58th St. this Tuesday (15th). Seeburg super-chief **Lou Nicastro,** this year's Guest of Honor, will be in attendance as **Harold Kaufman,** chairman of the committee, presides. The fund drive will begin in real earnest after that and we all hope when you get your call from a committeeman, you'll give generously.

**THIS MONDAY (14th) is IRWIN MARGOLD DAY** for the New England trade. The industry up that way, plus many factory reps and other trade friends from around the country, will join together at the Blue Hills Country Club in Canton, Mass. to salute the Trimount chief. Plenty of fun served up for the group by **Marshall Caras** with golfing, swimming and the rest, followed by gala banquet and tributes to **Irv.**

**CONGRATS**—Hot news item from Wurlitzer last week was reorganization of the sales command with **Amile Addy** taking control of a new structure of sales responsibility headed jointly by **Nat Hockman** (in the East) and **Ralph Cragan** (in the West. **Clayt Ballard** and **Al Dietrich** also were promoted to liaison slots at the Tonawanda factory. A great group of guys, all!

HOCKMAN CRAGAN BALLARD DIETRICH


BLACK LIGHT Illuminates in depth Renegade Indians and Outlaws attacking from Protective Cover.




Williams®

STOCKADE

RIFLE GAME

WESTERN FRONTIER SETTING

REPLAY, NOVELTY OR EXTENDED PLAY MODEL

NINE MOVING TARGETS

2/25¢ PLAY IS THE PROFIT WAY

Williams® ELECTRONICS, INC.

3401 North California Ave., Chicago, Ill. 60618
Cable Address: WILCOIN, CHICAGO

Available For Immediate Delivery Through Your Williams Distributor


## CHICAGO CHATTER

Production was resumed at full force last Monday (7) in the Williams Electronics Inc. factory, following the annual vacation shutdown. Uppermost on the production schedule is the firm's newest entry, the "Stockade" rifle! As attractive to look at as it is exciting to play, the new gun has nine moving targets, solid state sound and all kinds of features for on-location excitement! **Bill DeSelm** says it's a sensation! You can see it at your local William distrib showroom. . . . Should mention that the factory is also continuing production on "Gateway" shuffle and the "Honey" 4-player.

A NEW SCHOOL FOR mechanics was recently opened in Fort Morgan, Colorado. Initial class sessions will begin on September 11. **Sidney Spears** is president and chief instructor of the school and **Barbara Frank,** administrator. (See separate story). Operators desiring further information on courses, price etc., may contact Coin Machine Technical Training Institute, Ltd., P.O. Box 917, 123 S. Main St., Fort Morgan, Colorado. Phine number is (303) 867-8477.

AL CALDERON'S MODERN VENDING CO. in Indianapolis planned quite a shindig (8/12) to herald the grand opening of its huge new building. About 200 tradespeople were invited to toast the new digs, partake of refreshments and compete for a multitude of prizes including two trips to Spain! A full lineup of Seeburg and Williams equipment would be displayed throughout the day. Company exec **Jim Abbett** said the new complex is really something else! The facilities occupy a large portion of a new shopping center which Modern built. There's an abundance of space, as Jim pointed out, a large parking area with plenty of room for expansion, and a "parts department that's more spacious than some showrooms we've seen," he added. Hope to have some pictures of the festivities in a future issue.

CENTER OF EXCITEMENT AT the Bally Mfg. Corp.—"Hill Climb" and "El Toro," of course! **Herb Jones** tells us they're both doing extremely well—with no let-up in sight!

THE NAME OF THE GAME is "Casino", and it's the brand, new 4-player just being readied for release by Chicago Dynamic Industries. Sample shipments are currently in progress and initial production should commence in about a week, according to **Chuck Arnold.** He adds that the "Commando" gun continues to be a very strong seller! . . . Chuck planned to be on hand for the big retirement party for Trimount's **Irwin Margold,** on Monday (14), at Blue Hills Country Club.

FRED GRANGER AND BONNIE YORK are hard at work at the local MOA office, in preparation for the fast approaching Expo '72 in the Conrad Hilton Hotel (9/14-15-16). Frequent mailings are being issued to the membership apprising everyone of the various convention-related activities. Reminders to arrange for badges, banquet tickets, room accommodations, et al are issued regularly in the hopes of avoiding the last minute rush!

## MILWAUKEE MENTIONS

The Wisconsin Music Merchants Association will hold a committee meeting on Sunday, August 20, in Wausau, with association prexy **Jim Stansfield** presiding. Group's annual meeting will be coming up in a couple of months or so . . . Jim will be in Algoma, Wisconsin for a few days August 14-15-16 to do some deep sea fishing. His wife, **Belle,** will be with him and, from what Jim tells us, she's quite a fisherwoman so they should return with a record catch!

JACK HASTINGS OF Hastings Dist. Inc., just got back from a very pleasant motor trip with his family, covering Yellowstone Park and points West. Jack hopes that by the time this column gets in print he will have received his expected shipment of Rock-Ola phonographs, since they've really been moving like crazy out there! Also strong are the Valley pool tables— big sellers!

AT PRESSTIME THE tenth annual Milwaukee Music Industry Golf Outing was about to get underway (at River Oaks Country Club), with something like 200 or more confirmed participants, some from California, New York, Nashville, and, of course, a large contingent from Wisconsin. Of special significance this year, said chairman **Stu Glassman,** was the increased number of operators who signed up for the event. Great! . . . The current remodeling and enlarging proceedings at Radio Doctors are progressing nicely, we understand. Stu is hopeful that all the work will be finished by the end of the summer.

## CALIFORNIA CLIPPINGS

Prexy **Leo Simone** (Struve Distributing Co., Inc.) says he is very thrilled at the reaction to the Electro-Dart game from Electronic Sensing Products, Inc. The Two-player competitive action adds to the excitement of this completely electronic dart game, says Simone, and it is certainly one of the hottest items in coin machine product at present. Simone also says the incomes reported have been outstanding. Electronic Sensing Products conducted a service seminar in Philadelphia, July 27 and 28 on the Electro-Dart and future product development from the factory. **Warren Rowe** and **Gilbert Schwaninger** from Struve journeyed to Philadelphia to attend the seminar that covered electronic solid state devices and trouble shooting. . . . **Dean McMurdie,** president Circle International Co., says that they had several visitors from Thailand shopping for used jukeboxes. Dean also says that vice president Ken Smith's wife is quite ill and everyone wishes her a speedy recovery.

**Jimmy Wilkins** (Portale Automatic Sales) says they have had an exceptionally good summer and it looks as though it's going to continue on through the fall. Chicoin's 'Commando' machine gun and 'Twin Rifle' are still two very hot moving items. Also, a new shipment of the Gottlieb 'Grand Slam', pinball has arrived. And, early indications indicate it will be a top mover. Prexy Bob Portale reportedly on a short vacation before preparations for the September MOA. . . . **Mickie Greenman,** vp at ACA Sales & Service, reports plenty of activity both in the import and export of equipment.

*Meet people from twenty countries at the...*

# ALL NEW EXPO '72

## 1972 MUSIC AND AMUSEMENT MACHINES EXPOSITION

**Conrad Hilton Hotel, Chicago  September 14-15-16**

OPEN LETTER TO THE
COIN-OPERATED MUSIC AND AMUSEMENT
INDUSTRY

The forthcoming Exposition is not called the ALL NEW EXPO '72 for nothing. In fact, we believe that it will usher in a new era of better MOA trade shows.

First, and very important, the Exposition is being moved to one of the finest convention hotels in the country -- the Conrad Hilton Hotel in Chicago. This alone has excited the interest of the industry.

For the first time, all exhibits will be set up in one big exhibit hall. All segments of the industry will be represented: phonograph manufacturers, record companies, amusement machines manufacturers, allied industries -- and this means representation from top firms.

The Exposition will open Thursday morning, September 14. There will be a Ladies Luncheon and Program at Noon and an All Industry Seminar in the late afternoon. Hospitality Suites will be open in the evening. Exhibit hours are 9:00 A.M. to 3:00 P.M.

On Friday, the second day, there will be a General Membership meeting and luncheon at 11:30 A.M. Hospitality Suites will be open in the evening. Exhibit hours are 10:00 A.M. to 6:00 P.M.

The Gala Banquet and Show will be held in the Grand Ballroom on Saturday night, with a new arrangement of the stage so that everyone will be closer to the action. Exhibit hours are 10:00 A.M. to 4:00 P.M.

If you want to know what's new, if you want to know what's going on, if you want to have a wonderful time, then don't miss the ALL NEW EXPO '72!

Board of Directors
Music Operators of America

PS Exhibit space sold out!

# CLASSIFIED ADVERTISING SECTION

## COIN MACHINES WANTED

WANTED: ALL TYPES OF OLD BINGOS AND SLOT MACHINES FOR EXPORTING TO JAPAN. JATRE INC. 16-4-1 chome NISHIAZABU MINATO-KU, TOKYO. CABLE: AMUSEJAPO TOKYO. SAN FRANCISCO OFFICE, 2311 CABRILLO ST., SUITE #2, SAN FRANCISCO, CALIF. 94121. Tel. (415) 387-6227.

WANTED—BUYING ALL 1950's and EARLIER TABLE MODEL SKILL And Gambling Machines; Bubblegum, Peanut, Slot Machines, Mutoscope Viewers and Cranes. (No Crating) We pickup anywhere. SACKIN, 318 East 70th St., NYC, NY. 10021 Phone (212) 628-0413.

WANTED TO BUY OUT SELLING STOCKS ONE OR two years old Jennings slot machines. Wurlitzer juke boxes and Pinball games two or four players, make an offer to AUTOMATTJANST N STORGATAN 19 BJUV, SWEDEN.

WE ARE ALWAYS INTERESTED IN USED AND BRAND new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL, 276 AVENUE, LOUIS, BRUSSELS.

WANTED—Seeburg Consolettes, Phonographs, new and used, Phono Vue attachments and film, Scopitone film, Late Model Drive Machines and Guns, Harvard Metal Typers. Also interested in distribution of allied equipment. ST. THOMAS COIN SALES, 669 TALBOT ST., ST. THOMAS, ONTARIO, CANADA. (519) 631-9550.

"WANT"—ALL WURLITZER AND ROCK-OLA PHONOS 1965 and newer. All arcade equipment. Flippers to three years old. Uprights. We are interested in distribution of allied equipment. BERT AMUSEMENTS LTD., 3728 East Hastings Street, North Burnaby, B.C. Canada Phone 298-5578.

WANTED: Genco 2 player basketball. Give price and condition first letter, also any other machines you are not using. MIKE MUNVES CORP., 577 10th Avenue, NY., NY 10036 (212) 279-6677.

## COIN MACHINES FOR SALE

FOR SALE—RECONDITIONED-LIKE NEW: Hollywood Driving Range, $295, FOB Cleveland (15 Ball golf game); SEGA Jet Rocket, $795, FOB Cleveland; Williams Flotilla, $795, FOB Cleveland; SEGA Missile, $425, FOB Cleveland; Allied Wild Cycle, $445, FOB Cleveland. CLEVELAND COIN INTERNATIONAL, 2025 Prospect Ave., Cleveland, Ohio 44115. Phone (216) 861-6715.

STEREO PICK-UPS: "SMC" FOR SEEBURGS "B" through "201". $20; "WMC" for Wurlitzer Cobra. $10. SOUND & SIGNAL SERVICE, Box 10052, Albuquerque, N. Mex. 87114.

For Export—EVANS WINTERBOOKS, BUCKLEY ODDS, BINGOS, FLIPPERS, Cosmos, $275; Jolly Roger, $225; HI-Score, $185; Safari, $225; Shangri La, $195; Dogies, $225; Big Chief, $135; Derby Day, $200; Bank A Ball, $110; AMI 1-120, $85; J-120, $95; Cont. II, 200, $175; JEL, $160; Diplomat, $345; Bandstand, $395; Rock-Ola Rhapsody, $175; Seeburg Consolettes, $85. CROSSE-DUNHAM & CO., 225 Wright Ave., "F", Gretna, Louisiana 70053. Tel (504) 367-4365. Cable CROSSEDUNHAM Gretna, La.

FOR SALE: 3 SPEED QUEEN B BALLY—BOATS. $275 each. 3 Elephants by Tusko—$275 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D. Killeen. Texas 76541.

For Sale—Export Market Only: Silver Sails, Can-Cans, Roller Derbys, County Fairs, Sea Islands, Carnival Queens, Miss Americas, Cypress Gardens, Touchdowns, Show Times, Key Wests, Big Shows, Miami Beaches, Night Clubs, Broadways, Big Times, others. Lexingtons, Turf Kings with automatic pay-out drawers. MUSIC-VEND DISTRIBUTING CO., 100 Elliott Ave. W., Seattle, WA 98119. Cable MUSIVEND.

FOR SALE: Seeburg, Wurlitzer, Rockola, AMI Phonographs, Williams, Gottlieb, Bally, Chicago Coin, flippers, guns, baseballs, United, Chicago Coin, Midway shuffles. Valley, Fischer, United, American, used pool tables. As is or shopped. Domestic or export shipments. Call or write Operators Sales, Inc., 4122 Washington Ave., New Orleans, Louisiana. 70125. (504) 822-2370.

FOR SALE—Off Location, As Is Condition—Complete—No Breakins: 50 Rowe 20/700, $40. The MACKE COMPANY OF CENTRAL PENNSYLVANIA, 1201 South 20th St., Harrisburg, Pa. 17104. (717) 238-1768. Mannie Silvia.

FOR SALE: PANORAMS—NEW—WITH OR WITHOUT Sound. Write or call URBAN INDUSTRIES INC., P.O. Box 31, Louisville, Kentucky 40201. (502) 969-3227.

## CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE—$87 Classified Advertisers (Outside USA add $52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a priod of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

**Classified Ads Close WEDNESDAY**

**Send all copy to: CASH BOX, 119 West 57th St., N.Y., N.Y. 10019**

FOR SALE/EXPORT — USED SLOTS: BALLY STANDARD. 3 Line Play, Multipliers, Quick Draws. Assorted Mills. Electric Payout Jennings. Space Jet Bell,. Segas. Assorted Bally Bingos. "Games" Upright Multipliers. Write for particulars THOMAS TRADING COMPANY, 2622 Westwood Drive, Box 15391, Las Vegas, Nevada 89114. (702) 734-8818. Cable—VEGAS.

"MARMATIC", Exclusive World-Wide Reps. for the Newest JENNING'S Electronic Slots, KEENEY'S MOUNTAIN CLIMBER & 7 coin multiple FLAMING ARROW UPRIGHTS. Available in Free Play or Cash Payout. We Also carry a complete line of A-1 USED—JENNINGS, KEENEY MILLS Slots, BALLY Slots & Bingos, MARMATIC SALES CO., INC. 1140 E. Cold Spring Lane, Balto., Md. 21239. (301) 435-1477.

ALL TYPES OF COIN OPERATED ARCADE EQUIPMENT for sale—guns, Helicopters, pinballs, etc. Auto Photo machines. Write for equipment list and prices. ROCK CITY DISTRIBUTING CO., INC., 615 Murfreesboro Road, Nashville, Tenn. 37210.

ALL TYPES OF COIN-OPERATED EQUIPMENT: ADD-A-Balls, shuffles, guns, computers, etc. All types of phonographs, large selection on hand. Vending machines, from cigarette to candy to can drink. etc. . . . all kinds, shopped to perfection. Also Cineboxes loaded with film (sizable quantity available)—make offer. Notice to distributors: If you're overstocked with equipment in original crates or have good used equipment, call us or send your list. Write or call FLOWER CITY DIST. CO., 389 Webster Ave., Rochester, N.Y. 14609. Tel. (716) 654-8020 and ask for JOE GRILLO.

FOR SALE/EXPORT 8 Scopitones with film, $5600. the lot. 350 front-opening Mills Slots, $225 each. BALLY, MILLS, PACE and JENNINGS slots and parts. BINGOS; RAVEN slots, $500. each; and KENOS. NEVADA FRUIT SLOT MACHINE CO., P.O. BOX 5734, RENO, NEVADA 89503. (702) 825-3233.

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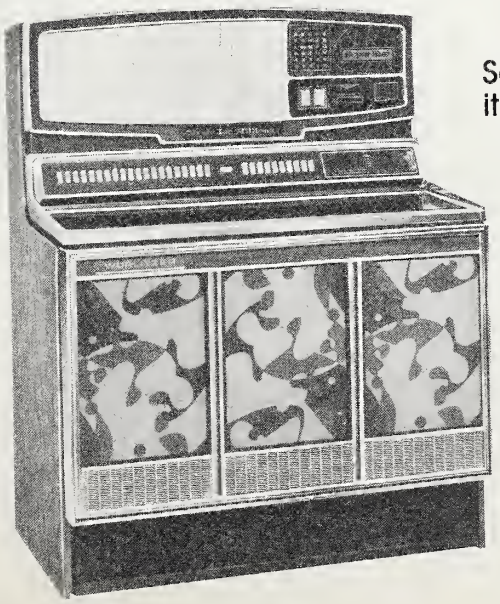

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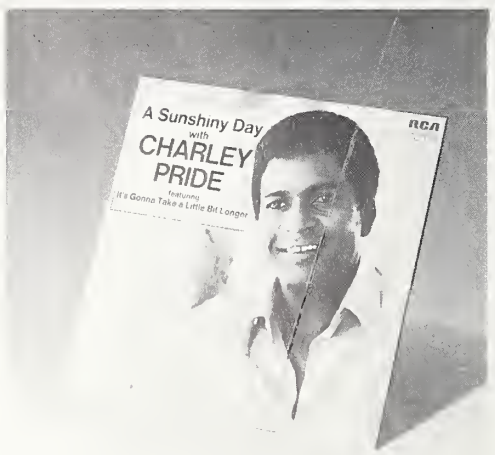


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